COMMERCE AMERICA

U.S. Department of Commerce / May 8, 1978

EXPORTIZE*

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***ex·por·tize** (eks′pôr tīz), *vt.* to apply old-fashioned American know-how and energy in selling abroad to strengthen the dollar and increase jobs.

World Trade Week/May 21-27, 1978

Calendar For World Traders

This listing includes events during World Trade Week, May 21-27; see also Calendar on Page 26.

May 22—Charleston, W.Va.—Int'l Trade Forum. Will include presentations by Commerce, SBA, Merchants Int'l, Eximbank, OPIC, FCIA. Information: Commerce's Charleston District Office, 304-343-6181, ext. 375/76.

May 22—St. Louis—World Trade Club meeting, featuring presentation of 8th annual Int'l Trader of the Year Award.

May 22—Portland, Ore.—Portland World Trade Day, featuring Governor's Award to Export Firm of the Year. Speaker: Oregon Governor Robert Straub.

May 22—Savannah—Seminar on Trade and Investment Opportunities in Latin America Through the Inter-American Development Bank. Sponsors: Savannah District Export Council and Commerce District Office.

May 22-24—Atlanta—Seminar on Doing Business in the Arab World, Hilton. Sponsors: Intercrescent Conferences (212-861-5418), Hospital Corp. of America, Chambers of Commerce of Riyadh, Jidda and Sharjah.

May 23—Denver—Nine workshops on legal aspects of int'l trade, 303-837-3246.

May 23—Los Angeles—Export Managers seminar, City Hall Towers. Information: 213-629-0637.

May 23 — Kansas City — Travel Agency Workshop by Swiss National Tourist Office, Alameda Plaza.

May 23—Huntington, W.Va.—Int'l Trade Forum. Charleston Commerce District Office, 304-343-6181, ext. 375/76.

May 23—Chicago—Int'l Trade Club seminar on Locating Overseas Markets, Palmer House.

May 23—Palatine, Ill.—Small Business and Export Profits Conference, Harper College. Participants: Eximbank, SBA, OPIC, Northwest Int'l Trade Club, Chicago Commerce District Office.

May 23—Nashville—Small Business Export Workshop. Sponsors: Nashville Area Chamber of Commerce, SBA, Memphis Commerce District Office.

May 23—New York—6th Long Island Int'l Trade Exposition and World Trade Day. Featured speaker: Sidney Harman, Under Secretary of Commerce. Sponsors: Long Island Forum for Technology, World Trade Club of Long Island.

May 23—Smithfield, R.I.—World Trade Conference, Bryant College. Commerce speaker: J. Raymond DePaulo, Deputy Asst. Secretary for Field Operations. Raimond Meerbach, 401-277-2605.

May 23—Boston—World Trade Day in New England, Pier 4. Speaker: Stanley Marcuss, Deputy Asst. Secretary of Commerce. Information: Int'l Business Center of New England, 617-542-0426.

May 23-24—Portland, Me.—Seminar on trade with Canada, during roundtrip cruise to Yarmouth, Nova Scotia. Sponsors: Maine Dept. of Transportation, Boston Commerce District Office. Information: 207-780-3407.

May 23-25—Bloomington, Minn.—Upper Midwest World Trade Conference, Thunderbird Motel. Call 612-371-3956.

May 23-25 — Minneapolis — Minnesota's World Trade Week program, featuring an address on May 24 by Frank Weil, Asst. Secretary of Commerce for Industry and Trade.

May 24—Atlanta—Georgia Int'l Trade Assn. World Trade Week meeting, Stouffer's Top of the Mart. Speaker: Richard J. Daschbach, Chmn., FMC.

May 24—Portland, Ore.—Reverse Investment Seminar. Vincent Travaglini, Director of Commerce's Office of Int'l Finance & Investment, will speak.

May 24—Princeton, W.Va.—World Trade Forum. Information: 304-343-6181.

Policy Advice Sought

The recently-established President's Task Force on Export Policy is seeking national export expansion recommendations from the public. Assistant Commerce Secretary Frank A. Weil, who heads the task force's executive committee, has called upon World Trade Week participants to assist the Presidential body (see story on page 2). Written recommendations should be addressed to: Robin M. Potter, Steering Group Executive Coordinator, Room 3830-A, Industry and Trade Administration, U.S. Department of Commerce, Washington, D.C. 20230.

May 24—Cleveland—World Trade Week conference of Sister City Int'l Group, Cleveland Plaza. Call 216-522-4755.

May 24—Fargo, N.D.—World Trade Week luncheon and seminar, Biltmore Motel.

May 24—Phoenix—Luncheon in honor of Consular Corps of Arizona. Sponsors: Commerce District Office, District Export Council, World Trade Assn., Office of Economic Planning and Development.

May 24—Hasbrouck Heights, N.J.—11th Annual New Jersey World Trade Conference, Sheraton Heights. Theme: Trading with the Federal Republic of Germany. Information: 201-645-6214.

May 24-25—Miami—Governor's Conference on World Trade, Omni International. Theme: Florida's New International Outlook. Secretary of Commerce Juanita Kreps will speak at dinner on eve of conference. Commerce's Thomas Brewer will report on developments in Andean Common Market.

May 25 — Kansas City — International finance luncheon with Martin Thomann, Swiss National Bank, Hotel Muehlbach.

May 25—Honolulu—International trade workshop highlighting the potential of Hawaii export management firms.

May 25—Dayton—Ohio Valley Int'l Trade Conference. Asst. Secretary of Commerce Frank Weil will speak. Cincinnati District Office, 513-684-2944.

May 25—Appleton, Wis.—World trade seminar and export merchandise exhibit. Information: 414-235-1609.

May 25—Rochester—Tri-Cities 22nd Annual World Trade Banquet, Marriott Inn, and export seminar hosted by World Trade Council. Information: Helen Kaut, Rochester Chamber of Commerce, 716-454-2220.

May 25—Mobile, Ala.—World Trade Day in Alabama, Sheraton Inn. Information: Birmingham District Office, 205-254-1331.

May 25—New Haven—World Trade Week dinner, Sheraton-Park, featuring A Salute to Transportation. Information: Richard Kilbourn, Hartford District Office, 203-244-3530.

May 25—Biloxi, Miss.—World Trade Day in Mississippi, Broadwater Beach Hotel. Call Birmingham District Office.

May 25 — Omaha — World Trade Week luncheon and seminar. Information: Commerce District Office.

May 26—Los Angeles—Int'l Trade Club seminar, World Trade Center. Information: 213-629-0637.

May 26—Cleveland—Seminar on Doing Business with Israel. Call 216-522-4755.

May 26 — Detroit — World Trade Club's World Trader of the Year awards banquet, Boat Club. Information: Commerce District Office.

May 26—New York—Program on U.S. Exports to Japan—An Opportunity to Expand U.S./Japan Trade Relations, Waldorf Astoria. Sponsors: Sales Executives Club of New York, Int'l Executives Assn.

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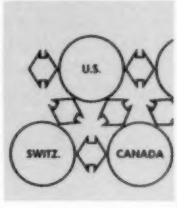

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The economy declined slightly in 1978's first quarter after 11 successive quarters of recovery; signs point to resumed growth in the second quarter following end of adverse weather and the coal strike.

COVER: This poster prepared by Commerce's Industry and Trade Administration will be displayed in thousands of public places this month. The term "exportize" was introduced to traders recently by Ryohei Suzuki, head of the Japan Trade Center in New York.

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TRADE WEEK~

The timing is fortuitous. President Carter has called together a Cabinet-level task force to shape a new national export expansion policy. He has asked the team to seek recommendations from the public. Meanwhile, in dozens of community events across the nation, America's foreign traders are placing the urgency of export expansion squarely before their fellow citizens.

"We think this coincidence gives the 1978 observance of World Trade Week a special significance, and probably makes it the most unusual and important in the half century history of this community celebration," remarked Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade, who heads the Presidential unit's executive committee.

"The World Trade Week conferences, seminars and other discussion sessions provide an apt occasion to examine the current trading situation, sift out ideas from all sides and make recommendations. President Carter, in line with his 'open Administration' procedures, has specifically instructed the task force to encourage such recommendations and pay close attention to them. We are thus calling upon the various Trade Week organizers to add an extra dimension to their efforts this year—to send to us in Washington their suggestions to incorporate into a new national export expansion policy."

In a *Federal Register* notice April 26, the task force asked that the views of the private sector be submitted to the Industry and Trade Administration by May 19. But Weil said that suggestions received in the wake of the May 21-27 World Trade Week observances would still be helpful as the task force prepares its submission to the President, which is due in the middle of June, and as the President and Congress consider possible steps to increase exports.

World Trade Week is officially designated by Presidential proclamation, but observances will begin earlier than May 21 in some cities and extend into June in others. Various local, state and regional organizations act as sponsors, calling on official Washington or on U.S. representatives of foreign nations to supply the headlined speakers.

In a prelude to the observance, Secretary of Commerce Juanita M. Kreps will address the Buffalo Area Chamber of Commerce on May 16. On May 23, as the guest of Gov. Reubin Askew of Florida, she will address the Governor's Conference on World Trade in Miami.

Ambassador Robert S. Strauss, the President's

Time To Shape Export Policy

Special Trade Representative, is to speak May 23 in Los Angeles. Former Commerce Secretary Frederick B. Dent speaks at Charleston, S.C., on May 18. Under Secretary of Commerce Sidney Harman will speak at the Long Island International Trade Exposition and World Trade Day at Great Neck on May 23.

Assistant Secretary Weil addresses the Minnesota World Trade Conference at Bloomington May 24; the following day he is the featured speaker at the Ohio Valley International Trade Conference in Dayton.

Other Commerce Department speakers include: Assistant Secretary for Maritime Affairs Robert J. Blackwell, at Los Angeles May 24; Deputy Assistant Secretary W. Dean Moran, keynoting the Michiana World Trade Week dinner in South Bend May 23, appearing at a dinner in Los Angeles May 24, and discussing "Free Trade Versus Fair Trade" before the Greater Kansas City Chamber of Commerce May 26; Deputy Assistant Secretary Stanley J. Marcuss, speaking at the "World Trade Day in New England" luncheon in Boston May 23; and Deputy Assistant Secretary Raymond J. DePaulo, addressing a conference at Bryant College, Smithfield, R.I., May 23, and keynoting a trade week program of the Greater Portland, Me., Chamber of Commerce May 24.

The Portland observance lays claim to the most unique setting for World Trade Week events. It will take place at sea May 23-24 during a 22-hour cruise on the luxury liner "Caribe" between Portland and Yarmouth, Nova Scotia. Business and civic leaders making the trip will be received by Canadian Government officials, and a group of Canadian businessmen will board the ship. The main program will be held aboard the "Caribe" on the way back to Portland. Its theme will be "Getting to Know Canada." U.S. and Canadian government officials will discuss various aspects of international trade, such as customs regulations and financing.

In Boston May 19, the Propeller Club will sponsor a National Maritime Day luncheon at which Richard J. Daschbach, chairman of the Federal Maritime Commission, will be the speaker.

The Connecticut District Export Council will sponsor a World Trade Week dinner May 25 in New Haven. Robert B. Burgess, president of United Technologies International, will discuss "The Paradox in U.S. Trade Policy," and awards will be presented to individuals who have made significant contributions to their company's export programs. Rep. Norman E. D'Amours of New Hampshire is to address a Maritime dinner at Portsmouth, N.H., May 26.

At Long Island's exposition, foreign government trade promotion officers and consular officials will be present to provide information to marketing executives. Representatives of 21 countries will attend. Other New York activities include a meeting of 50 top executives of the transportation industry at the World Trade Center May 25, and a program the next day offered by the Sales Executives Club and International Executives Assn. that will focus on U.S. trade with Japan.

In Rochester, N.Y., the Tri-Cities (Rochester, Syracuse and Buffalo) 22nd Annual World Trade Banquet will be held May 25, with Ambassador Alan W. Wolff, Deputy Special Representative for Trade Negotiations, as the keynote speaker. After Wolff's speech, the Rochester World Trade Council will present an export seminar on "Selecting the Method of Distribution for Merchandising Overseas."

The 11th Annual New Jersey World Trade Conference at Hasbrouck Heights May 24 will focus on "Trading with the Federal Republic of Germany." Speakers will include Governor Brendan T. Byrne; Berndt von Staten, German Ambassador to the United States; and Velizar Stanoyevitch, an economist in the Commerce Department's Industry and Trade Administration. A highlight of the conference will be presentation of the Presidential "E" Award to the principal sponsor of the conference, the New Jersey World Trade Council.

The Greater World Trade Association of Philadelphia in cooperation with the International Business Forum will sponsor a World Trade Week luncheon May 22 on the "Impact of the Soviet American Fleet." On May 24, the Mayor's Committee for World Trade Week will sponsor its annual luncheon, with Roger Larson, chairman of the Greater Philadelphia Chamber of Commerce, as the speaker.

Cleveland's World Trade Week activities focus on Israel. Dr. Avram Harman, president of the Hebrew University of Jerusalem, will address a banquet May 25. On May 26, an all-day seminar will be conducted on the theme "Doing Business with Israel," with several speakers including Dr. Zvi Dinstein, Economic Minister of the Israeli Embassies in the United States and Canada. Before these events, on May 24, an all-day conference of the Sister City International Group will be held.

In Dayton, Ohio, William S. Anderson, chairman of NCR Corp., will be a luncheon speaker. Other activities are planned in Cincinnati and Columbus by the World Trade Clubs of the two cities.

The Charleston, W.Va., District Office of the Commerce Department has three international forums planned during World Trade Week: in Charleston, May 22; Huntington, May 23; and Princeton, May 24.

The World Trade Club of Detroit and the Detroit Boat Club will present the "World Trader of the Year" award May 26. The Detroit Export Council

Policy suggestions received in the wake of World Trade Week will be helpful to the President's export expansion task force.

ONE COUNTY'S EFFORTS FOR U.S. EXPORT EXPANSION—Manitowoc County, Wisconsin, now exports 25 percent of its manufactured products, including this ultra-cold scientific refrigerator unit heading for Germany. For World Trade Week, 11 local industries are setting up public export displays, according to Joseph P. Schmitt of the Manitowoc-Two Rivers Chamber of Commerce (right in photo), who also reported: "We almost talked one company into paying its people with foreign currency, but the logistics scared us. . . ." Kelvinator officials at left are President M. L. Weaver and Export Manager J. E. Hirssig.

Observances begin earlier in some cities and extend into June in others. The official week is set by Presidential proclamation.

scheduled two pre-World Trade Week seminars—in Kalamazoo May 3, and in Flint May 17. Both were entitled "Exporting for Profit—Introductory Export Workshop."

In Illinois, a Small Business and Export Conference will be held May 23 at Harper College in Palatine. H. K. Allen of the Export-Import Bank will be the featured speaker. Participants will include members of the Northwest International Trade Club, the Small Business Administration, the Overseas Private Investment Corporation, and the Commerce Department. On the same day the International Trade Club of Chicago is sponsoring a session on Locating Overseas Markets, at Palmer House.

Milwaukee started World Trade Week early, scheduling the Wisconsin Int'l Trade Conference on May 9. Patrick J. Lucey, U.S. Ambassador to Mexico and a former Governor of Wisconsin, will conduct a press conference at which members of the business community will ask questions. For World Trade Week itself, the Northeastern Wisconsin World Trade Association will place displays about the importance of trade in libraries, banks, chambers of commerce and factories. On May 25 at Appleton, Wis., Dr. David Blanchard of the University of Wisconsin will conduct seminars on foreign investment in Africa and Asia.

In Bloomington, Minn., Assistant Secretary Weil's keynote speech to the Minnesota World Trade Conference will be "The U.S. and World Trade 1978." Another speaker will be Ambassador Alan W. Wolff, Deputy Special Trade Representative for the U.S., on "Direction and Initiative of U.S. International Policy." George H. Dixon, president of First Bank System, Inc., and a former Under Secretary of the Treasury, will chair a panel on "Economic, Political and Business Conditions Affecting U.S. Exporters."

In North Dakota, a World Trade Week proclamation ceremony will be conducted in Bismarck May 23 by Governor Arthur A. Link, and a Trade Week luncheon and seminar will be held in Fargo May 24. In South Dakota, a World Trade Week proclamation ceremony will be conducted in Brookings May 25 by Governor Richard F. Kneip, to be followed by an all-day seminar on international trade.

Nebraska distributed its observance through the month of May, starting with a World Trade Week proclamation ceremony in Lincoln May 1, with Governor J. J. Exon presiding. T. Arthur Miyakawa of the Commerce Department's Industry and Trade Administration will be one of the panelists at a U.S.-Japan Trade Seminar in Omaha May 16.

Kansas will observe World Trade Week early. On May 18, the World Trade Club of Wichita and the U.S. Department of Commerce will sponsor an export documentation seminar, and winners of the annual Export Achievement Awards and a high school essay contest will be announced.

World Trade Week activities in Kansas City will focus on Switzerland, with entertainment by Swiss folklore musicians, displays of Swiss merchandise and a large central exhibit about Swiss life in general. On May 23, the Swiss National Tourist Office and Convention and Visitors Bureau will take part in a workshop for travel agents. On May 24, Raymond Probst, the Swiss Ambassador to the United States, will be honored at a banquet. And on May 25, a seminar on international finance will feature a representative of the Swiss National Bank of Zurich.

St. Louis will start its World Trade Week on May 16. The city will spotlight Mexico at an all-day conference co-sponsored by the World Trade Club of St. Louis, Inc., the Regional Commerce and Growth Association and the District Office of the U.S. Department of Commerce. Hugo B. Margain, Mexican Ambassador to the United States, will discuss "Mexico's Current Economic Situation." On May 22, the World Trade Club will present the eighth annual "International Trader of the Year Award."

Idaho's World Trade Day will be celebrated May 19 at a seminar on international trade at Boise.

Governor Robert Straub of Oregon will present the Governor's Award to the "Export Firm of the Year" at a luncheon in Portland, Ore. May 22. On May 25-26, the International Relations Committee of the Portland Jaycees will sponsor an International Food Fair in Portland.

Traders in Seattle will discuss Protectionism—Implications for World Trade, at their 4th annual International Trade Conference May 18.

Los Angeles and Long Beach have brightened up World Trade Week by appointing Kathleen "Kitty" Mueting Miss World Trade '78. Kitty, a Pan American World Airways stewardess based in Los Angeles, will carry greetings from the mayors of Los Angeles and Long Beach to their counterpart leaders in civic and business groups across the Atlantic and Pacific.

Commerce's Phoenix District Office will co-host a luncheon in honor of the consular corps of Arizona on May 24. Denver's plans include nine workshops on legal aspects of international trade on May 23.

In Honolulu, Trade Week activities will begin May 18 with a luncheon meeting of the Hawaii World Trade Association in cooperation with the

WORLD TRADE WEEK PROCLAMATION SIGNED—Governor Joseph Teasdale signs Missouri World Trade Week Proclamation as Phil Valdes, Director-International, Missouri Division of Commerce and Industrial Development; George Carius, President, Springfield World Trade Club; Donald Loso, Director, St. Louis District Office, U.S. Department of Commerce, and Stephen Hurst, Director, Missouri Division of Commerce and Industrial Development, look on.

Chamber of Commerce of Hawaii. On May 22, the Hawaii Society of Corporate Planners is conducting a conference on "Business Planning Strategy for Prosperity." And on May 25, the Honolulu Commerce Department District Office will conduct a World Trade Week international trade workshop highlighting the potential of Hawaii firms as export management companies for the sale of American products worldwide.

The Oklahoma International Trade Club and the Tulsa World Trade Association will celebrate World Trade Week jointly May 18 at Tulsa. Gov. David Boren will present the Governor's Award for excellence in exporting to an Oklahoma firm at a ceremony at the state capital May 23.

In Dallas, the Chamber of Commerce will sponsor a banquet May 25 to hail Dallas as "The New International City."

In Little Rock, a conference will be held May 25 on "Doing Business in the Middle East, Second Phase."

The World Trade Club of Greater New Orleans will celebrate World Trade Week at its monthly luncheon May 17. Lt. Gov. James E. Fitzmorris of Louisiana, who serves as chairman of the board of commerce and industry for the state, will be the speaker.

In Tennessee, the Chattanooga World Trade Council and the Chattanooga Transportation Club scheduled an early joint observance of World Trade Week May 10. A Small Business Export Workshop was arranged especially for World Trade Week on May 23 at Nashville.

World Trade Day in Mississippi will be observed May 25 at a reception and dinner in Biloxi. The speaker will be Peter B. Edmonds, William Kent & Co., Greenwich, Conn.

Edmonds also will be the guest speaker at Alabama's World Trade Day at a luncheon in Mobile May 25.

Atlanta has a full World Trade Week planned. On May 19-20, a seminar on "Brazil, Trade and Investment" will be sponsored by the Southern Center for International Studies and the Center of Brazilian Studies of the School for Advanced International Studies of the Johns Hopkins University. On May 22-24, a conference on "Doing Business in the Arab World" will be sponsored by Intercrescent Conferences of New York; Hospital Corporation of America; and the Chambers of Commerce for Riyadh, Jidda and Sharjah. On May 24, the Georgia International Trade Association World Trade Week meeting will feature Richard Daschbach, Chairman of the Federal Maritime Commission. Guests will include Gov. George Busbee and former Secretary of State Dean Rusk.

The Savannah District Export Council and the Commerce Department District Office will co-sponsor a luncheon program May 22, to hear George D. Landau of the Inter-American Development Bank.

In Miami, the Governor's Conference on World Trade May 24-25 will have "Florida's New International Outlook" as the theme. One of the discussions is on "Optimizing U.S.-Japan Trade During These Changing Times," to be moderated by Milton N. Fisher, chairman of the Southeast U.S.-Japan Association. Yohei Mimura, president of Mitsubishi International Corporation and an officer of the counterpart Japanese group, the Japan-Southeast U.S. Association, will take part. Another participant will be T. Arthur Miyakawa of the Commerce Department's Industry and Trade Administration. An update on Latin America will feature Robert A. Kohn, commercial attache of the U.S. Embassy in Lima, Peru; Thomas K. Brewer, Andean and Caribbean marketing manager for the Commerce Department; and Jack Zerbst, president, Multinational Development.

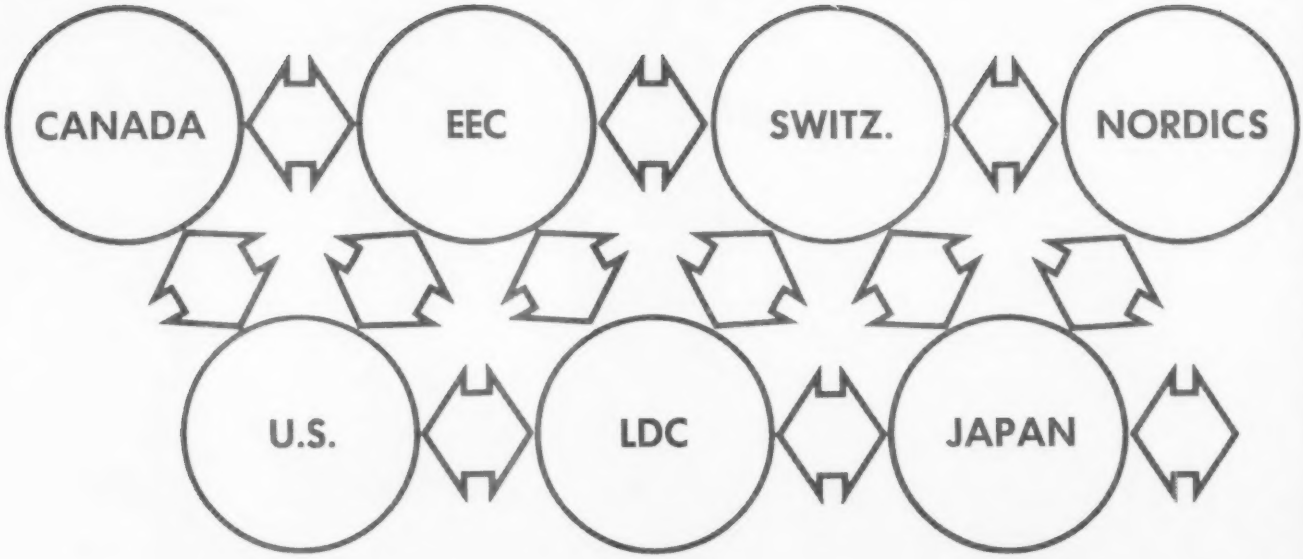
In Charleston, S.C., former Secretary of Commerce Frederick B. Dent and Governor James B. Edwards will be the principal speakers at the 5th Annual South Carolina International Trade Conference May 17-19. A highlight will be a debate on transportation policy.

Trade with some individual nations is being highlighted: Germany, Israel, Switzerland, Brazil, Mexico, Japan, and the various Arab countries.

Export Activity Slipping

A recent Commerce Department trade analysis shows that exports made up a smaller share of U.S. gross national product in 1977 than in the preceding two years, down to 6.2 percent from the comparable 6.6 percent of 1976 and 6.9 percent of 1975.

Frank A. Weil, Assistant Secretary for Industry and Trade, commented, "These figures, although disturbing, may have the helpful effect of jarring government and business into action to increase U.S. exports. I believe the figures support the need for a National Export Policy to bring the resources and policies of the government to bear on improving the export climate. However, if progress is to be made, business must be willing to pursue foreign market opportunities with the same persistence, ingenuity and enterprise that combined to create the greatest domestic market the world has ever known."



GENEVA TRADE TALKS

The Multilateral Trade Negotiations are now in their final intensive negotiating phase. Ambassador Robert S. Strauss, the President's Special Trade Representative, met in Geneva April 10 with his high-level counterparts from the European Community and Japan. They reconfirmed their determination to conclude an overall political-level agreement by mid-July. This determination was underlined in separate meetings held with a number of other delegations.

Since the last ministerial-level meeting in January (see *Commerce America*, Feb. 27 issue), the pace of the negotiations has increased dramatically. During the final week of April, for example, the U.S. delegation took part in 26 meetings with other delegations. This is in sharp contrast to the preparatory negotiating phase, when contact among the negotiating teams was much less frequent.

There is a strong determination to conclude an overall political-level agreement by mid-July.

Negotiations are now under way at all levels and in all the areas of discussion, covering nontariff measures (referred to as NTMs), tariffs, and areas related to improving the international trading system. In all these negotiations, the U.S. has placed particular emphasis on the reduction of NTMs, either through the multilateral negotiation of codes of conduct or through direct country-to-country discussions that concern individual measures. Predictably, the results have not been uniform. But progress has been made over the past weeks and agreements appear quite near in several NTM areas. The following summary reflects the negotiating status in each individual area.

NONTARIFF MEASURES CODES

Government procurement

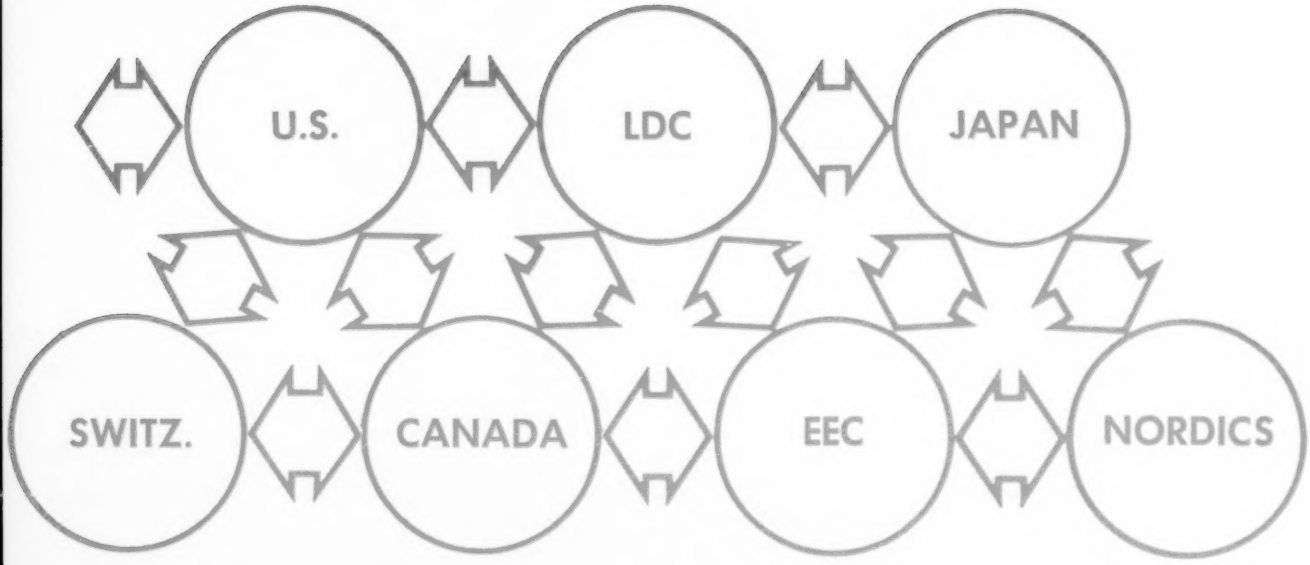
Government purchases constitute a large and growing sector of most national economies. Although no exact figures are available on the magnitude of such purchases worldwide, it is estimated that the amount could be as large as $50 billion annually for the major industrial countries, excluding military purchases. The General Agreement on Tariffs and Trade (GATT—the body of international rules and procedures governing most international trade) specifically excludes government procurement from its rules regarding national treatment, and virtually all countries currently favor domestic sources of supply in their purchasing procedures. Negotiators recognize the need to bring this sector of national markets under some form of international

Action By Japan

The Government of Japan recently released in Geneva the text of a Ministry of Finance instruction (Administrative Notice No. 875 of April 1) to ministries and central government agencies on steps which should be taken to improve existing government procurement practices.

The seven-point guideline is designed to facilitate foreign participation in the bidding for supply contracts, and includes such provisions as greater use of competitive procedures; improved method and content of publicity on pending public procurement; and the allowance of greater time to meet deadlines on bidding and on becoming qualified suppliers.

The instruction implements a Japanese Cabinet decision to liberalize Japanese Government procurement practices. This was one of the issues included in the Strauss-Ushiba discussions in early January, and represents a small first step in the direction of facilitating foreign entry into the Japanese government procurement market. The U.S. will be closely monitoring specific Japanese actions to implement the intent of the instruction.



Enter Final Phase

discipline and are working on a draft of a multilateral code of conduct for this purpose.

The draft code is based on the principles of national treatment and nondiscrimination in purchasing practices and procedures. The code sets out rules and procedures countries must follow in administering their government procurement systems. A large degree of consensus has been reached on procedures, although significant differences remain concerning disclosure of information after the award of a bid. The United States considers the disclosure of contract information to be a key element in insuring the honest functioning of procurement systems.

Once procurement rules are substantially agreed upon, countries must address the sensitive question of balancing coverage of an agreement. The issues to be dealt with include the purchasing bodies subject to the agreement; the choice of a minimum value for individual contracts that would be subject to the agreement; permanent exceptions (e.g., for national security reasons); and temporary departures from coverage, particularly by LDCs.

Subsidies and countervailing duties

Breaking ground on the negotiation of new international rules on the use of subsidies and countervailing duties has been extremely difficult. As a result, progress toward this key objective has lagged behind the development of other NTM codes. A break in the impasse appears to have occurred recently, however, capping an intensive United States effort over the past six months to bring it about.

A consensus was reached on the basic outlines of subsidy and countervailing duty rules at a meeting held by representatives of the principal developed countries in early April. In broad terms, countries adhering to the rules will seek to avoid causing prejudice to the interests of others by use of subsidies. Countries affected by most export subsidy practices will not impose countervailing duties except when subsidized imports cause or threaten to cause injury to domestic producers. Details of these general undertakings are to be further defined.

A significant aspect of this development has been the decision to consider internal subsidies as having the potential to prejudice the trade interests of others. Internal subsidies are defined as those not paid specifically in relation to export performance. Details of rules to govern the use of internal subsidies are to be more fully developed. Work is foreseen also in setting up the machinery to settle disputes which arise in the subsidies and countervailing duties areas.

Standards

The draft standards code seeks to establish international rules on procedures for preparing, adopting, and applying standards and on certification systems. The standards code does not set standards for individual products. Elaboration of these rules is aimed at promoting the use of standards to facilitate trade and to prevent standards from becoming technical barriers to trade.

U.S. export interests can benefit from the code in two major ways. By encouraging the adoption and use of international standards, the code may help to reduce differences which exist among nations on standards for identical products. The code should also provide a mechanism for working toward solutions to individual standards difficulties.

Major code issues which remain outstanding include the details of the dispute settlement mechanism, the relationship of the code to GATT and equalization of obligations among code adherents particularly with respect to developing countries.

Customs valuation

Work in developing international rules for customs valuation is continuing, based on a proposal

During the final week of April the U.S. delegation took part in 26 meetings with other delegations, a sharp contrast to the earlier negotiating pace.

put forward last fall by the European Community. The EEC proposes to base valuation on the transaction value of the goods, which is generally reflected by the invoice price. A set of alternative bases for valuation is proposed for instances when the transaction value cannot be determined or is found to be deficient.

Almost all major MTN participants, including the United States, have accepted the EEC's proposal as a starting point for negotiations and intensive negotiations have now begun. Widespread international adoption of an adequate valuation code should remedy many problems faced by U.S. exporters in foreign markets, such as excessive uplifts for related party transactions and other arbitrary valuation standards that are not now based on commercial practices. The major outstanding issues are the criteria for the acceptance or rejection of transactions between related parties and the choice of alternative methods of valuation when the transaction value is not used.

Since U.S. adoption of any new international valuation system is likely to require major changes in current U.S. law and customs valuation practices, the United States has made it clear from the outset that any such changes will require adequate reciprocity.

Import licensing

Negotiators are presently considering draft texts of two codes of conduct on import licensing procedures. The aim of the two codes is to simplify and harmonize the procedures which importers must follow to obtain a license. These codes would deal with procedural requirements of licensing systems which can complicate or delay imports, and with the administration of restrictive import licensing systems including harmonization of forms, certification requirements, and formalities such as publicizing quotas and processing licensing applications.

Initial tariff reduction offers by the major trading partners of the U.S. fall considerably short of the liberalization in the U.S. proposal.

Several issues under both codes have yet to be resolved. They include the question of including export licensing systems under the coverage of the two codes and the problem of discrimination between import sources in administering licensing systems.

Non-code NTMs

In addition to those nontariff measures being addressed by negotiating multilateral codes of conduct there exists a wide range of specific nontariff practices which inhibit trade. Examples of such practices include, among others, discriminatory tax systems, embargoes, origin rules, credit restrictions and minimum import price regulations. To deal with these other restrictions on trade, procedures have been set up so that countries affected by particular nontariff restrictions can request the country maintaining the measures to eliminate the trade-restrictive effects of such practices. Since the tabling of its initial offer on nontariff measures on Jan. 23, the United States has engaged in numerous bilateral meetings aimed at removing nontariff trade barriers not being dealt with in the codes.

TARIFFS

Offers of tariff reductions have now been made by the major industrialized nations. There has, however, been some variation in how each country has put together its offer within the framework of the tariff reduction "working hypothesis." The hypothesis included agreement to use a "Swiss-type" harmonization tariff cutting formula (the higher the present tariff level the greater the tariff reduction) and to reach a threshold average tariff reduction of 40 percent.

The U.S. offer was based on use of the Swiss formula, and included exceptions mandated by law, economic exceptions on particularly sensitive import products, and offers of greater and less than formula reductions.

Japan has used the same formula as the U.S. and has taken exceptions and offered greater and less than formula reductions. However, since Japan's offer is not based on currently applied tariffs but on their generally higher bound rates it is not considered sufficiently trade liberalizing. The EEC and the Nordics (Sweden, Norway and Finland) initially offered to reduce their entire industrial tariff schedules according to a variation of the Swiss formula. However, the EEC has prepared and circulated a list of "possible withdrawals" (exceptions) which it claims will be required unless the U.S. and Japan improve their offers.

Canada followed an approach similar to that of the U.S., but used a more complex variation of the Swiss formula. Developing countries have not yet made tariff reduction offers in response to requests made to them.

The U.S. has found that the initial offers of its major trading partners fall considerably short of accomplishing the same degree of trade liberalizaton contained in the U.S. offer. At the April 10 meeting in Geneva, the major industrialized countries agreed to proceed with bilateral negotiations in which the focus of discussions would be the improvements each side requires in the offers of the other. Requests are being exchanged as a first step in that process. The U.S. and Japan have already held such bilateral discussions, and the U.S. will be meeting with other countries on that basis in May.

The U.S. has made it clear that its offer of concessions will be maintained only if sufficient reciprocal concessions are received from other participants. In measuring such reciprocity the U.S. has indicated it will take into account bilateral and sectoral benefits, as well as the overall balance of trade concessions.

SAFEGUARDS

Although agreement is expected on an international code of conduct for the taking of temporary actions to restrict imports injurious to domestic producers, this "safeguards" issue remains at a difficult stage of negotiation.

Efforts to blend proposals from various countries into a single negotiating document have been made difficult by differences over the principle of selectivity—that is, applying safeguards to those countries which are the problem suppliers rather than to all suppliers on a Most-Favored-Nation (MFN) basis.

It seems likely that some allowance for selective application of safeguards will be included in the final negotiated code. The Japanese, along with the European Community and the United States, are beginning to negotiate on rules for specific application of this principle. In fact, the leaders of United States, the European Community, and Japan pledged themselves in the April 10 Geneva meeting to make progress on resolving their differences over selec-

tivity. The problem now is to reach multilateral agreement on the exact rules to provide discipline over selective applications and to maintain nondiscrimination as the general practice in normal circumstances.

GATT REFORM

Dispute settlement

The United States has recently initiated a series of informal discussions on the general principles of dispute settlement with a view to working towards a consensus on the application of such principles in the GATT and the various NTM codes.

The basic elements of these principles are: 1) notification of trade actions to the GATT or to the appropriate code body; 2) opportunity for countries affected by a trade action to consult with the country taking the action; 3) opportunity, when consultations do not resolve differences, for review of the case by an impartial panel of experts to determine the facts of the case and to make any appropriate recommendations; 4) consideration of the dispute on the basis of panel findings by the committee of code members, and 5) continuing surveillance by the appropriate multilateral body of trade actions currently in force.

Meanwhile, negotiations on dispute settlement are proceeding with regard to the individual codes. Like the GATT, each code will need to have some mechanism to deal with questions arising from the application of its provisions. In the standards and government procurement areas countries have adopted outlines for consideration of dispute settlement. The safeguards draft code includes more detailed language (some of which is not fully accepted) on dispute settlement. The United States is seeking to negotiate procedures in the various codes that are consistent with each other with respect to general principles, although it recognizes that the needs of individual codes may well require adaptions on specific points. For example, some codes may need to have more stringent time limits than others in order to insure quick international action.

Other improvements in trading rules

Several other issues concerning the framework of GATT rights and obligations are being considered.

A key issue to be decided is whether to agree upon an "enabling clause," which would establish a GATT legal basis for special and differential treatment for developing countries. The developing countries have placed agreement on such a provision high on their agenda because of its value in recognizing LDC "rights" to special and differential treatment for development purposes. The United States has not yet taken a position on this issue, but it is clear that such a clause, if finally agreed upon, would have to include provisions to insure that special treatment does not interfere with the rights of other parties under the GATT, nor with MFN trade liberalization. In addition there must be "graduation" of developing countries as they develop and become internationally competitive.

Closely related to the enabling clause issue are proposals by some developing countries to amend the current GATT language on reciprocity in trade negotiations to indicate that developed countries would not seek LDC contributions inconsistent with trade, monetary and development needs.

The United States has also been seeking improvements in the GATT procedures for review of trade measures taken for balance-of-payments or for development purposes.

AGRICULTURE

Negotiations on agricultural products have been proceeding in parallel with negotiations on industrial products. Agricultural products are not generally subsumed under the tariff formula negotiations; hence, requests for tariff concessions were made and responded to on a country-by-country, product-by-product basis. Initial tariff and nontariff requests and offers have now been made by most major participants. Further discussions on agricultural products are proceeding principally in bilateral meetings.

Agriculture Subgroups on Dairy, Grains and Meat are discussing proposals for arrangements providing multilateral solutions to world trade problems in these product areas. These arrangements, if successfully negotiated, would faciliate the orderly expansion of trade in meat, grain and dairy products, and provide a mechanism for information gathering and market monitoring.

Negotiations on wheat were held in Geneva during February and March under the auspicies of UNCTAD, the UN Committee for Trade and Development. Although not officially a part of the MTN, the wheat negotiations are considered by grain exporting nations, including the U.S. to be inseparably linked. The objectives of these negotiations are trade expansion, reduction of extreme price fluctuations, and enhanced world food security. Proposals for a similar arrangement in feed grains are also being considered.

FINAL STEPS

The decision to aim for a political-level agreement by mid-July, while ambitious and within sight, does not mean the negotiations will abruptly end. The United States views the negotiations as a package—with agreements in all areas, including nontariff barriers, tariffs and principles to improve the trading system—necessary for a final agreement. Consequently, in view of the comprehensive nature of the negotiations there will likely remain much working out of details and extensive technical level discussions following a July agreement.

One part of the important final step in the MTN will be intensive consultations to be carried out with the private sector advisory committees, authorized under the Trade Act of 1974. Consultations will be held in both Washington and Geneva. In addition, consultations have begun with the House Committee on Ways and Means and the Senate Finance Committee, the two key Congressional committees with legislative oversight responsibilities for trade agreements. These consultations have been concerned with the scope and content of possible agreements in the MTN.

Following the agreement and the working out of final drafting details in technical level meetings, attention will turn to drafting the implementing legislation required to carry out the agreements. During this period it is expected that there will be ample opportunity for further input on the arrangements from Congress, private sector advisors and the public. The MTN package could then go formally to Congress in January 1979 for approval.

Much detailed work and extensive technical level discussions will likely remain even if a July agreement is reached.

LDC $EBT:

AN IMPROVING PICTURE

The overall external debt situation of the world's developing nations has improved, and the "non-oil-producing" nations in this group now hold foreign exchange reserves close to the levels of 1973, when the energy crunch began.

A recent report throws some new light on the much-discussed indebtedness of those poorer nations that have had to pay a vastly increased proportion of their resources since 1973 to meet their energy requirements. Significant trends noted in 1977 were:

The aggregate current-account deficit (excluding official transfers) of the non-OPEC developing countries declined from $26 billion in 1976 to about $23 billion in 1977.

Medium and long-term borrowing by non-OPEC developing countries from international capital markets levelled off in 1977. World Bank figures show that Eurocurrency borrowing and bond issues were transacted during the first three quarters of 1977 at the same annual rate as in 1976, i.e., $11 billion.

Most of these countries experiencing debt problems should be able to overcome them without resorting to rescheduling or default.

The foreign exchange reserves of the non-OPEC developing countries increased $9 billion in 1977 to a level of around $50 billion at the end of the year. This brought the reserve coverage of imports for these countries close to the levels that existed in 1973.

Several of the leading developing countries experienced substantial improvements in their external position as a consequence of effective stabilization policies and other factors. Improvements in Brazil, Mexico, India, and South Korea were especially significant.

Only two countries, Sierra Leone and Zaire, rescheduled debt-service payments in negotiations with official creditors.

These observations are a part of the fourth annual report to Congress by the Treasury Department on the external debt of developing nations and the extent of the debt relief provided by the U.S.

Three important conclusions emerge from the Treasury report:

► A small group of countries, including Argentina, Brazil, Chile, Korea, and Mexico, accounted for the bulk (80 percent) of the total debt from private sources, which ranged from $35-45 billion at the end of 1975.

► Although debt-servicing payments of the non-OPEC developing countries have roughly doubled between 1973 and 1977, economic growth, expanding exports, and economic management increased the capacity of these countries to service their external debt. The non-OPEC developing countries reduced their aggregate current-account deficit, excluding the receipt of official transfers, to a level of about $23 billion in 1977, compared to $26 billion in 1976 and $37 billion in 1975. Net external financial flows to the LDC's in 1977 were on the order of $32 billion, allowing for the increase in reserves of $9 billion mentioned earlier.

The improvement in 1977 was primarily the result of buoyant commodity prices in the first half of the year coupled with restraints on imports in several of the larger non-OPEC LDC's. The stabilization programs in Brazil and Mexico, two countries which accounted for 36 percent of the aggregate deficit in 1976, showed considerable success.

► The majority of LDC's are not in a position to borrow from private capital markets and, therefore, rely almost entirely upon official capital to finance their current-account deficits and maintain adequate reserve levels. The size of these current-account deficits, and accordingly the ability of these countries to import, will depend largely upon the willingness of donor countries to increase their development assistance efforts.

The Treasury report further notes that most of the increase in external indebtedness has been concentrated in a limited number of upper-income LDC's, which, in general, have the greatest capacity to service debts. Brazil, Mexico, Korea, Chile, Argentina, Colombia, and Taiwan are the principal upper-income debtors. The upper-income countries, as a group, accounted for about 57 percent of the medium and long-term external public indebtedness of the non-OPEC LDC's in 1975, as opposed to only 29 percent for the low-income countries.

The report states that, while the debt situation in the aggregate appears satisfactory, a few developing countries are facing severe debt problems. This, according to the Treasury report, is a cause for concern but not for alarm. Treasury officials believe that most of these countries experiencing debt problems should be able to overcome their problems without having to resort to rescheduling or default.

The report concludes that the developing countries as a group will become increasingly creditworthy provided that 1) world trade continues to expand and the developing country share does not deteriorate; 2) there will be no more "oil shocks" or shocks from other causes that lead to another worldwide recession; 3) the supply of capital in private capital markets will remain adequate, and official capital flows will increase substantially; and 4) appropriate adjustment policies will be instituted when needed.

Imports From U.S. Up, Market Shares Down In Most Nations

The 1977 value of world imports, measured in U.S. dollars, increased more than 13 percent over the level attained in 1976, marking the second year of strong trade expansion after the 1975 economic slump. The value of all goods imported in 1977 exceeded $1 trillion for the first time.

A majority of the largest free-world trading nations for which some 1977 data are available increased the value of their purchases from the United States, as shown in the accompanying table. The U.S. share dropped in about three-fifths of the larger foreign markets, however, as these countries increased their purchases from other sources by greater amounts than from the United States. Only nine of 24 industrialized countries and three of 15 less-developed nations allocated a larger share of their imports to the United States. Among the OPEC group, the U.S. share advanced only in Nigeria.

Price a factor in value rise

Much of the increased value of world imports stems from a 9-percent rise in prices of traded goods as the physical volume of imports grew only about 4 percent. Food products accounted for a major part of the elevation in prices, paced by sharply higher prices for coffee, tea, cocoa and soybeans. Average prices of industrial materials increased moderately, except those of tin and aluminum which advanced strongly as a result of scarcities. The relatively slow expansion of trade volume, which is approximately half the 1976 growth rate, reflects the general slowdown in world economic activity during the latter part of 1977. As the data presented in this article are in terms of U.S. dollars, it is noted that the trade-weighted average value of the dollar against the currencies of 22 OECD countries declined by 5 percent over 1977. Thus, the price increases were greater when expressed in U.S. dollars.

Major industrialized nations which boosted the U.S. share of their import markets were the United Kingdom, Canada and Sweden. British receipts from the United States advanced in nearly every category, particularly aircraft and corn. Growing U.K. purchases of goods from other sources, however, limited the rise in the U.S. market share. In Canada, where sizable increases in the value of arrivals of new sedans, motor vehicle parts, trucks, telecommunications equipment, and computers accounted for most of the improved U.S. position, the share increase also was tempered by expanded Canadian purchases from other countries.

Of the remaining major industrialized countries, only Spain imported less from the United States while the value of U.S. goods received by Italy was virtually unchanged. The market share position for the United States, however, declined in each country.

In the Federal Republic of Germany, the largest Western trading nation after the United States, increased imports from the United States were outpaced by greater arrivals from other countries. Stronger German demand for U.S. corn, edible fats and oils, electrical equipment and aircraft were partially offset by a large decline in the inflow of defense items and paper products.

French and Japanese purchases from the United States increased at about the same rate as that of Germany, but the U.S. market share fell less sharply in these two countries as greater inflows from other sources did not match the high German rate of imports from other suppliers. In Japan, large upturns in demand for American soybeans, raw cotton, and office machinery helped to overcome de-

World Market Report

The 50 markets shown below accounted for 90% of total imports into all free-world markets and 90% of imports from the United States in 1976

Values in millions of dollars — Published quarterly

Importing country	1976 Imports			1977 Imports January through latest month				Import change in latest 12 months*	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %
Germany, Fed. Rep.	87,783	6,968	8.0	Dec.	100,672	7,338	7.3	+ 15	+ 5
Japan	64,893	11,864	18.3	Dec.	71,337	12,499	17.5	+ 10	+ 5
France	64,391	4,721	7.3	Dec.	70,496	4,894	6.9	+ 9	+ 4
United Kingdom	55,983	5,485	9.8	Dec.	63,677	6,443	10.1	+ 14	+ 17
Italy	43,418	3,407	7.8	Nov.	42,366	2,955	7.0	+ 9	— 1
Canada	40,635	26,890	66.2	Dec.	42,306	28,654	67.7	+ 4	+ 7
Netherlands	39,743	3,612	9.1	Dec.	45,737	3,892	8.5	+ 15	+ 8
Belgium-Luxembourg	35,392	2,172	6.1	Dec.	39,850	2,411	6.1	+ 13	+ 11
Sweden	19,332	1,296	6.7	Oct.	16,467	1,185	7.2	+ 13	+ 17
Spain	17,401	2,482	14.3	Nov.	16,311	1,971	12.1	— 7	— 11
Switzerland	14,766	971	6.6	Dec.	17,979	1,212	6.7	+ 22	+ 25
Brazil	13,726	3,077	22.4	Dec.	13,315	2,582	19.4	— 3	— 16
Iran	12,892	2,133	16.5	June	7,418	1,214	16.4	+ 5	— 14
Australia	12,442	2,555	20.5	Nov.	12,675	2,634	20.8	+ 12	+ 9
Denmark	12,427	640	5.1	Dec.	13,254	762	5.7	+ 7	+ 19
Austria	11,523	345	3.0	Dec.	14,244	425	3.0	+ 24	+ 23
Norway	11,109	718	6.5	Dec.	12,874	786	6.1	+ 16	+ 9
Singapore	9,070	1,198	13.2	Dec.	10,471	1,324	12.6	+ 15	+ 10
Hong Kong	8,880	1,086	12.2	Dec.	10,439	1,308	12.5	+ 18	+ 20
Saudi Arabia	8,880	1,603	18.1	.....	.....	.....	.....	+111	+122
Korea, Rep. of	8,774	1,963	22.4	Dec.	10,811	2,447	22.6	+ 23	+ 25
Nigeria	7,911	864	10.9	June	5,186	592	11.4	+ 29	+ 49
Taiwan	7,609	1,801	23.7	Dec.	8,522	1,968	23.1	+ 12	+ 9
Finland	7,423	384	5.2	Dec.	7,527	352	4.7	+ 1	— 8
Yugoslavia	7,367	370	5.0	Dec.	9,590	546	5.7	+ 30	+ 48
South Africa	7,277	1,572	21.6	Nov.	5,847	1,120	19.2	— 14	— 21
Venezuela	7,218	2,943	40.8	June	4,221	1,613	38.2	[1]+ 21	[1]+ 4
Greece	6,057	411	6.8	Aug.	4,404	214	4.9	+ 27	+ 15
Mexico	6,030	3,765	62.4	Nov.	4,905	3,120	63.6	— 9	— 8
Indonesia	5,673	988	17.4	Oct.	5,001	673	13.5	+ 14	— 4
India	5,313	1,334	25.2	Mar.	1,301	220	16.9	— 13	— 21
Turkey	5,129	438	8.5	Dec.	5,796	503	8.7	+ 13	+ 15
Portugal	4,212	380	9.0	Nov.	4,406	429	9.7	+ 26	+ 38
Ireland	4,192	355	8.5	Dec.	5,380	476	8.9	+ 28	+ 34
Israel	4,124	892	21.6	Dec.	4,810	956	19.9	+ 17	+ 7
Philippines	3,953	849	21.5	Dec.	4,216	842	20.0	+ 7	— 1
Thailand	3,585	477	13.3	July	2,566	340	13.3	+ 25	+ 19
Iraq	3,461	183	5.7	June	1,372	53	3.9	— 9	— 43
United Arab Emirates	3,420	459	13.4	Sept.	3,181	[2]	[2]	[1]+ 32	[1]+ 23
Malaysia, West	3,352	406	12.1	Sept.	2,902	349	12.0	+ 18	+ 12
Kuwait	3,328	471	14.2	Mar.	1,095	[2]	[2]	[1]+ 39	[1]+ 9
New Zealand	3,255	456	14.0	Sept.	2,576	351	13.6	+ 6	— 1
Argentina	3,032	537	17.7	July	2,279	427	18.7	+ 16	+ 16
Morocco	2,618	223	8.5	Oct.	2,635	143	5.4	+ 17	— 7
Pakistan	2,134	418	19.6	Nov.	2,239	274	12.2	+ 14	— 27
Trinidad and Tobago	1,982	388	19.6	Aug.	1,252	265	21.2	+ 2	+ 4
Bahrain	1,664	145	8.7	Dec.	2,032	135	6.6	+ 22	— 7
Ecuador	993	411	41.4	Apr.	403	158	39.1	[1]+ 5	[1]+ 8
Jamaica	934	344	37.0	Nov.	763	282	36.9	— 9	— 12
Panama	840	263	31.3	Mar.	224	68	30.4	+ 6	+ 15

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1976 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for Australia, Brazil, Canada, Philippines, Republic of South Africa, and Venezuela.

* Compared with preceding 12 months.

[1] Import change from the year 1975 to the year 1976. [2] Not available.

Source: Official trade statistics of listed countries.

clining demand for U.S. wheat, meat, and coal. Widespread increases of French imports of U.S. goods, led by soybeans, office machines, and aircraft, more than offset decreased purchases of animal feed, coal, construction and mining equipment, and power generating machinery.

Despite an 11 percent increase in the demand for U.S. goods in the Belgium-Luxembourg market, greater receipts from other sources caused the U.S. market share to decline slightly. American arrivals were paced by office machines, corn, and medicinal and pharmaceutical supplies.

Increased imports of U.S. aircraft, oilseeds, animal feedstuff and office machinery by the Netherlands more than offset declining demand for wheat and corn, resulting in an 8 percent growth in total value of U.S. goods. A 15-percent rise in imports from other countries, however, resulted in a contraction of the U.S. market share.

Increased Italian imports of U.S. cotton, oilseeds, textiles, coal and office machinery were offset by reductions in other commodities, especially chemicals, wheat, and corn.

In smaller developed nations

U.S. market shares declined in about half of the smaller developed countries in 1977. Share decreases were large in Greece and Israel, but the value of U.S. goods imported by these two nations increased. Greater U.S. shipments received by Israel consisted of aircraft, electrical and non-electrical machines and military items.

The largest rises in U.S. shares were among the smaller developed nations of Yugoslavia, Denmark and Portugal, where the increases in imports from the U.S. were greater than the expansion in purchases from other sources by at least 10 percentage points. Increased Portuguese demand for U.S. wheat and corn paced higher imports for most types of American goods while Danish imports were led by soybeans, tobacco and non-electric machinery.

Of the 15 non-OPEC developing countries described in the accompanying table, the value of U.S. imports increased at least by 10 percent in seven of them. Among larger markets, the U.S. share advanced, however, only in Hong Kong and Korea. Substantial rises in Korean imports of U.S. cotton, electrical machinery and military equipment helped boost the Korean demand for U.S. products by 25 percent.

Among the OPEC countries for which some 1977 trade data are provided, only Nigeria reported a substantial increase in the U.S. share of its imports. Most of the other OPEC members have decelerated their rate of imports from the United States from that of previous years.

SOME PROGRESS IS NOTED IN JAPAN'S COMMITMENT TO BUILD UP ITS IMPORTS

The Washington visit this month of Japan's Prime Minister Takeo Fukuda turned national attention to the recent moves by Japan to back up its Jan. 13 commitment to expand its purchases from the United States.

Despite January-March 1978 figures that show the U.S. trade deficit with Japan is running at a $12 billion rate, up almost 50 percent from the $8.1 billion record for 1977, Commerce Department officials were expressing cautious optimism for a better balanced showing in the months ahead.

One of the important points in the Jan. 13 communique of Ambassador Robert S. Strauss, the U.S. Special Trade Representative, and Japan's Minister for External Economic Affairs Nobuhiko Ushiba was the support it gave to the Joint U.S.-Japan Trade Facilitation Committee (TFC). The committee was set up to increase Japan's manufactured imports and to lower Japanese nontariff barriers to trade by resolving specific problems and by improving U.S. marketing techniques.

TFC handling cases

Several cases involving Japanese trade practices or procedures perceived to be inhibiting U.S. exports have been raised with the Japanese Government through the TFC. These complaints of U.S. exporters have involved such questions as Japanese Government "administrative guidance" in the supply of zirconium tubing for nuclear power reactors, tariff misclassification for a potato chip product, delays in determining the compliance of industrial and medical equipment with Japanese safety and health standards, the "Buy Japanese" policy of the Japanese telephone monopoly, and the import restrictive practices of the Japanese tobacco monopoly.

The first two of these cases were resolved expeditiously in favor of the American exporters involved. Two of the others were turned down—at least preliminarily—by the Japanese Government. The others are pending. Some 25-30 potential TFC cases are being processed by the Department of Commerce.

Under TFC auspices a 91-member Japanese buying mission to the United States in March concluded $1.9 billion in immediate and expected purchases. A large U.S. export development mission to Japan is planned for October. "Export to Japan" seminars are being carried out jointly by the Department of Commerce and the Japan External Trade Organization (JETRO) in various U.S. cities. JETRO and MITI have published several treatises on marketing in Japan.

Japan's stimulus programs

Japan has taken a number of important fiscal actions aimed at reducing its burgeoning current account surplus which rose to $14.1 billion in Japanese fiscal year 1977 (ending March 31, 1978). Among them are the adoption of an expansionary budget featuring increased and accelerated public works spending, a reduction in the official discount rate to a post-war low of 3.5 percent, an emergency import program of $4 billion in industrial raw materials, and improved import financing arrangements at low interest rates. The Japanese have indicated a supplemental budget will be enacted in September if needed to provide additional stimulus to the economy.

Japan has taken steps to implement other commitments in the Strauss-Ushiba Communique by reducing tariffs on $2 billion of imports effective March 4; removing quotas on 12 agricultural and fishery products; by increasing the import quota allocations on beef, oranges and citrus juice; liberalizing and simplifying its foreign exchange controls, including the standard method of settlement; issuing administrative regulations to increase opportunities for foreign sellers to obtain government procurement contracts.

In order to discuss further the market access problems raised by U.S. government/industry study missions to Japan, the Japanese also are sending citrus, meat and forest products teams to the United States to explore the issues involved.

Market Share Reports: New Edition Issued

A new edition of Market Share Reports covering the export performance of about 900 U.S. manufactured products in all country markets has been released by the Commerce Department's Bureau of International Economic Policy and Research. The reports provide exporters and market analysts with information on exports of specific manufactured products from the United States and its major competitors for the period 1972-76. Two types of reports are available: "commodity series" reports at $3.25 each for 880 products, and "country series" reports at $4.75 each for 88 major U.S. markets.

The individual products and country markets in the two series are listed in the Market Share Reports Catalog, available free from Commerce District Offices or from Room 5618, U.S. Department of Commerce, Washington, D.C. 20230.

AGRICULTURAL EXPANSION IN WEST AFRICA POINTS TO NEED FOR EQUIPMENT

Opportunities for selling farm production and processing equipment in three West African republics were recently explored by a seven-man U.S. seminar mission. The two-week visit to the Ivory Coast, Cameroon, and Zaire demonstrated that these countries have a keen interest in closer commercial relations with the U.S. agro-industry sector.

The U.S. participants, suppliers of farm production and irrigation equipment and sugar mill plant and equipment, presented technical papers and talked with government planning officials. The company executives are eager to follow up on the valuable contacts made, according to Jonathan Pellegrin, chairman of the delegation. Pellegrin is President of Johnson-Hill Press, Inc., publisher of periodicals dealing with agricultural machinery and equipment, and President of the American National Agri-Marketing Association. Highlights of the group's findings are summaried as follows:

Ivory Coast: Output climbing

The Ivory Coast's development plan for 1976-80 calls for a total investment of $1 billion. Predominantly agricultural, the country's economy is one of Africa's most prosperous. In the past decade agricultral production has doubled, mostly as a result of the Government's investments in and support of the expanding palm oil, rice, rubber, sugar and lumber industries. N'Guetta Bossa, Technical Director of the Ministry of Agriculture, summed up the outlook:

- During the decade of the eighties, if present forecasts are realized, Ivory Coast will be the world's principal cocoa producer, the second or third largest producer of coffee, the second or third principal producer of palm oil, a major exporter of sugar, and an important exporter of rice to neighboring countries;
- Ivory Coast expects to open 30,000 additional hectares yearly to cocoa planting;
- More than one-third of total investment under the development plan is slated for increased sugar cane production, and assumes the completion of five planned new mills;
- Massive conversion to mechanized cultivation is envisioned in the cotton industry with investment of $100 million earmarked for production;
- The country produces only 20 per cent of its domestic needs for meat, which has sparked a major effort to increase local livestock development as a national priority; thus raising of crops for fodder is a major growth area.

Chairman Pellegrin commented that penetration into the Ivorian market remains a challenge for non-French investors and suppliers. Opportunity does exist for those who adapt to the economy and culture, and take into consideration the organization of the government, the structure of the market, and the need for businessmen to speak French.

Cameroon: Agro-industry stressed

Cameroon in 1976 began its fourth Five Year Development Plan which emphasizes agriculture and agro-industry, natural resources (bauxite, iron, oil and timber), import substitution and resource processing industries. Cameroon's economy is based primarily on agriculture; coffee, cocoa and cocoa products account for about 55 percent of its earnings from exports. Basically self-sufficient in food production, the country exports foodstuffs to adjacent states and Europe. Agro-industrial development has a high priority under the new plan and Cameroon's varied topography and climate conditions offer opportunities for a wide development of agricultural products.

Highlight of the visit was the involvement of Nfon V. E. Mukete, Chairman and Chief Executive of the Cameroon Development Corporation. Mukete served as spokesman for the Cameroon Chamber of Commerce, Industry and Mines (which jointly sponsored the mission) in his capacity as First Vice President. In recognition of the mutual opportunities offered, Mukete commented:

"Cameroon offers excellent opportunities for American investment and sales of goods and services. The Cameroon Government actively seeks foreign investment and is trying to diversify its economic relations. American products and technology are highly respected and the U.S. share of the Cameroonian market is steadily increasing. U.S. equipment for agriculture, forestry, transport, and construction have a good market providing the sellers are willing to meet Cameroonian needs for technical assistance and after-sales services."

Edwin Jewett, Vice President of Arkel International, Baton Rouge, La., reinforced Mukete's statement by observing that "the level of paricipation by Cameroonian Government officials in the trade

MISSION IN DOUALA — *Nfon Mukete (right), Chairman of Cameroon Development Corp., demonstrates methods for collecting latex to Mission Director Jonathan Pellegrin (center) and Leon Derber, Wisconsin Tubing Co. Photo at right: Mukete discusses with Inman Ellis (center), President of* OPICO, *Mobile, Ala., firm's products, as mission coordinator Craig Atkins listens.*

mission functions gives reasons for optimism that there is interest in having diversified business participation in their development program."

Zaire: Major policy change

With projected export revenues of about $1.2 billion for 1978, and only one per cent of its total land area under cultivation, Zaire represents a potentially large market for U.S. exports of agro-industrial equipment. To reclaim the paramount position it occupied in American agriculture prior to 1960, and to capitalize on its ability to provide the food and fibers which it now imports and which drain the country's foreign exchange supplies, the Government of Zaire committed itself in 1976 to a major policy change which is to concentrate development resources on agriculture instead of the mining sector. The coffee boom, which is estimated to have earned Zaire about $200 million in foreign exchange in 1977, meant a sizable chunk of foreign exchange earnings was available to the agricultural sector.

"Nevertheless," Pellegrin commented, "there is insufficient foreign exchange to conduct the required international trade, and opportunities are clearly limited. The great latent potential does give reason for future optimism. Everyone on the mission feels it would be prudent to get properly positioned to do business in Zaire for the time when their economy stabilizes and foreign exchange is available in significant quantities."

Inman Ellis, President of OPICO, Mobile, Ala., said at the conclusion of the mission: "While the initial sales may be small, in the long run the investment will be paid off by substantially increased sales. I'm convinced that the West African market is well worth our efforts."

In addition to those mentioned, seminar members were: Ramon Albert, International Harvester, Chicago; Leon Derber, Wisconsin Tubing, Inc., Ormo, Wis.; and Paul de Rham, Irrigation & Industrial Development Corp., New York. Craig Atkins of the Commerce Department was the coordinator.

Italian, French Producers Attracted To Labor-Saving Process Control Instruments

Italian and French manufacturers are highly receptive to instrumentation that reduces labor and operating costs, and U.S. sales of process control instrumentation and equipment in these markets are expected to increase 12 to 15 percent by 1980.

The U.S. Trade Centers in Milan and Paris recently displayed such products of 122 manufacturers, and although floor sales are not normally expected at this kind of exhibition, more than $1 million worth of orders were concluded. One-year sales, moreover, are expected to total more than $7.5 million. Fifteen agency agreements were signed, and seven more were under negotiation, by the end of the tandem shows. Twenty of the exhibitors, all new to the market, went from Milan to the Paris event which followed immediately. About 12 percent of the registered visitors for the events came from outside the host countries.

The prime areas of expansion are likely to be in electronic instrumentation and a major move toward computerization of PCI systems via minicomputers and microprocessors. In addition, sensors, converters, transmitters, controllers (analog), monitors and nuclear instrumentation for the power industries will also have a good sales outlook. Such industries as dairy, plastics, industrial chemical, agricultural chemical, steel foundries, paper mills and utility services are defined as major economic market sectors for U.S. manufacturers of process control instrumentation and equipment.

Growth In Iran's Chemical, Petrochemical Industries Points To Equipment Needs

Iran's chemical industries have been expanding rapidly since the early 1970's, and Iranian Government planners predict that the country will supply more than 5 percent of world petrochemical production by 1985. This expansion will require significant amounts of technology, equipment, and engineering services from abroad.

A recent U.S. exhibition of chemical and petrochemical equipment at the Trade Center in Tehran demonstrated once again that although "patience and study are required in order to break through to where the action is," much business is to be found in Iran. Eighteen of the 23 exhibitors were new to the market, but all—new as well as experienced—claimed that they had fully achieved their objectives. Off-the-floor sales and 12-month forecasts totaled almost $12 million. Five representatives were appointed; 12 were under negotiation by the end of the show.

Some of the products observed to have good potential were various analyzers, meters, specialized pumps and compressors, gas detection and monitoring equipment, electronic process control instrumentation, flame retardants, chemical specialties for the textile industry, high temperature insulation materials, plastic molding equipment, organic chemicals, and water treatment chemicals and equipment.

All exhibitors felt that their products were price competitive with similar products from third-country suppliers. In many respects, the chemical/petrochemical industries in Iran are among the country's most technologically developed, and the United States enjoys a good reputation for superior products, although imports of German equipment have dominated the field in recent years.

Equipment purchases for the Iranian chemical industries grew from $28 million in 1973 to more than $78 million in 1975. Primarily as a result of large government petrochemical projects, annual demand for equipment is expected to increase to $177 million by 1980.

U.S. suppliers held 20 percent of the market for chemical process equipment and instrumentation during 1975. Because of their involvement in new plant construction and their reputation for advanced chemical and petrochemical processing equipment and technology, U.S. suppliers are expected to continue to account for a significant portion of the market through 1980. They will have to contend with stiff competition from Japanese and European suppliers, however.

TRADE CENTER SHOW, TEHRAN—*Representatives of Sundstrand Fluid Handling Division, Denver, explain their company's products to Iranian visitors.*

Improved Business Climate In Egypt Sets Tone For 'Best Yet' Cairo Fair

Egypt's improving business climate may well have contributed to the clamor for exhibit space at the 11th Cairo International Fair in March. Not only were all the pavilions rented, but this year for the first time the fair's director-general rented all available areas outside the buildings. More than 150 firms participated—compared with 115 last year. "Best yet," said fair officials and exhibitors alike.

The country's growing foreign exchange earnings, stemming mainly from expanded oil revenues, Suez canal tolls, tourist receipts, and Egyptian workers' remittances from abroad, are helping to finance increasing imports—thus attracting more suppliers from abroad. Also, Egypt in 1974 initiated an "open door" policy, aimed at decentralizing the economy, revitalizing the private sector, and actively encouraging foreign investment.

U.S. exhibitors at this year's fair, the fourth consecutive one in which the United States has participated, increased from 22 last year to 33, filling a whole pavilion. In 1977, the United States shared a pavilion with another country.

The U.S. exhibition featured a scope of products that included agricultural, packaging, air-conditioning and automotive equipment. Eleven of the firms were promoting airplanes, power and communication systems, and other items usually sold through tenders and long-term negotiations. Even so, immediate sales figures reached $2.9 million and 12-month projections, $70 million.

Guide for doing business

Indicative of the many comments offered by the participants was that of John J. Woods, applications engineer for General Cable Corp., Greenwich, Conn. Explaining that his company's business does not lend itself to immediate sales but rather to bidding on international tenders, Woods emphasized that the selection process for awarding a contract is not necessarily based on lowest price. "It is a combination of price, experience, and above all personal and corporate integrity," he said. "The exposure of General Cable at this exhibition insures that our interest is genuine, especially since we had Americans manning the booth during the first four days [for business and government visitors only].

"This leads to social situations and business whereby the participants, both as a corporate entity and as individuals, are evaluated as to their ability to interact with their local counterparts on a one-to-one basis—which establishes trust. Finally we were exposed to various levels of the local Ministries and were able to establish our technical competence by answering questions directly or promising in-depth technical answers by mail. All in all, Cairo was an excellent opportunity for Mid-East exposure."

IN U.S. PAVILION, CAIRO FAIR—*At Union Carbide stand, Zakaria Tawfik Abdel Fattah, Egyptian Minister of Trade (second left), talks with U.S. Exhibition Director Donald Sliwicki (left) and Freeman Mathews of U.S. Embassy.*

Egypt currently is considered to have substantial potential as a regional economic center, exhibition director Donald N. Sliwicki of the Commerce Department pointed out, and U.S. exports are increasing substantially.

The United States in FY 1977 allocated some $900 million in economic assistance programs for Egypt—providing important opportunities for U.S. firms wishing to do business there—and slightly more is being provided during FY 1978.

Product categories identified as having particularly good export potential include, but are not limited to, textile machinery, construction equipment, mining machinery, trucks, newsprint, food grains animal fats and oils, agricultural equipment, oil drilling equipment, hotel and restaurant equipment, food processing and packaging equipment, electrical generation and distribution equipment, and telecommunications equipment. During the fair, audiovisual equipment was observed to be of particular interest, especially for use as a teaching aid, Sliwicki noted.

About half of the U.S. participants have already tentatively reserved space for next year's fair. As space is limited, any firm desiring to participate in the Cairo International Fair, March 1979, may reserve space now by contacting the Commercial Attache, American Embassy, Box 10, APO New York, 09527.

Middle East Business 'Expo' Set For London In July

U.S. exhibitors are invited to participate in the Middle East Business Expo-78, an international "expo-forum" for trade, technology and services, to be held in London July 21-29. The event, organized by Middle East Trade & Exhibitions Ltd., London, will have two main divisions: consumer and durable goods for export, and industrial and capital goods for tenders and contracts in the development projects of the Middle East countries.

A four-day conference on the current business aspects of the region, sponsored by *Middle East* magazine, will be held during the exhibition. Write the U.S. representative for this exposition: SENA Group International, Inc., 103 Park Ave., New York, N.Y. 10017.

Oceanographic Exhibition To Be Held In Tokyo

U.S. firms interested in exporting oceanographic equipment to Japan may wish to participate in ODEX-TOKYO '78, an international ocean development exhibition and conference scheduled for Sept. 25-30 in Tokyo. The show, claimed to be the largest of its type in Asia, is sponsored by 15 Japanese trade associations concerned with oceanic resources, with the support of 11 government agencies.

The deadline for application to exhibit at this fifth biennial event is May 31. Contact: ODEX-TOKYO '78, Japan Management Association, Kyoritsu Bldg., 1-22, Shiba 3-chome, Minato-ku, Tokyo 105; telephone, 03-434-6211; telex, 0242-3369.

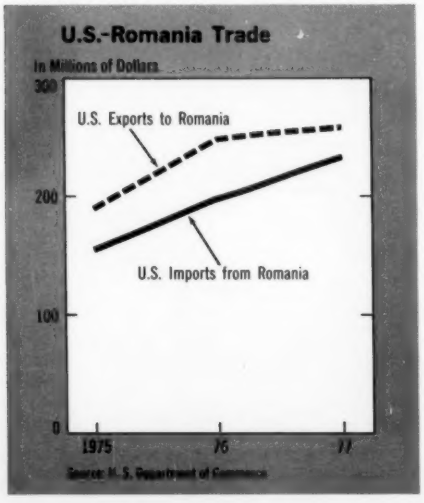
ROMANIA REQUIRES MORE ADVANCED TECHNOLOGY TO SUSTAIN HIGH GROWTH

Romania appears to be moving into a new stage of economic development, according to the U.S. Embassy in Bucharest. In a mid-February speech, President Nicolae Ceausescu laid special emphasis on the need for Romanian industrial enterprises to become more efficient producers. It appears that Romania's ability to continue its program of accelerated economic development based primarily on large inputs of capital and transferring workers from the agricultural sector and putting them into jobs in industry is at an end. Romania is moving into a level of economic development which requires a more skilled labor force and the use of more sophisticated technology, whether it be in industry or in agriculture, to sustain very high growth rates.

This is also shaping up as a key year in the Romanian Government's efforts to meet the highly ambitious growth goals targeted for the 1976-80 Five-Year Plan period. The 1978 Annual Plan, which was published in late November, indicates that the government is expecting to make an all-out attempt to meet or surpass higher-than-normal targeted growth rates.

Propelled by a surging industrial sector and despite the loss of close to $2 billion from the catastrophic March 4, 1977 earthquake, Romanian national income grew at an 8.6 percent rate in 1977. This is an impressive performance when compared with the results turned in by most of the world's economies in 1977, even though by Romanian standards, it was a relatively poor showing and 2.7 percentage points below the ambitious growth target of the 1977 Annual Plan.

Romanian emphasis on industrial development continued unabated in 1977. For 1977, 39.2 percent of Romanian national income was allocated to investment, and the industrial sector accounted for 47.8 percent of total investment. For 1978, it is planned that investment in industry of 118.2 billion lei ($9.9 billion) will account for 55.6 percent of total investment. Once again, emphasis will be placed on developing the following sectors: machine building, chemicals and petrochemicals, oil refining and synthetic fibers.



In 1977, the machine building and chemical/petrochemical sectors represented 45.1 percent of total industrial production. These two sectors are expected to continue to develop at accelerated rates during the remaining three years of the 1976-80 Five-Year Plan. Meanwhile, guidelines now being drawn up for the 1981-85 Five-Year Plan apparently will continue emphasis on rapid industrial development based on increasingly more important machine building and chemical/petrochemical industries. The aim of Romanian industrial development is the establishment and functioning of efficient import substitution plants and plants whose output can compete for export markets in the industrial west.

In addition to traditional problems with weather, agriculture continues to be plagued by structural weaknesses. Examples are: a lack of qualified laborers, a generally aging farm population, underemployment, a preponderance of women in the workforce, lack of incentives to produce, lack of large horsepower tractors capable of enabling corn planting to take place during the optimum period, a chronic shortage of transport during harvest, and a general lack of grain drying and storage facilities. Even though agriculture continues to provide over one-third of the total employment, it remains the poor relative in the country's drive toward industrialization. The agricultural sector received only 13.9 percent of total national investment in 1977 and is targeted to receive only 11.4 percent in 1978.

The foreign trade sector in 1977 again did not reach the government's target. Nevertheless, Romania's trade turnover in 1977 was $14.04 billion, a 14.8 percent increase over 1976 levels but 0.7 percent below plan. Romania's trade, which was in equilibrium in 1977, saw imports grow at a 15.1 percent rate compared to a 14.6 percent rise in exports.

The export sector was one of the areas of the economy most affected by the March earthquake, which caused some production losses in chemical and petrochemical (particularly fertilizer) plants, part of whose output is destined for export. Some construction materials, such as reinforcing bars, cement and flat glass, which were originally intended for export markets, were diverted to the domestic market. In addition, the relatively poor agricultural harvest held down agricultural exports. Traditionally, petroleum derivatives and agricultural products, including processed foods, account for around 40 percent of Romania's annual exports and probably represents a larger percentage of the country's exports to hard currency markets. Another major export group is accounted for by light industry products such as textiles and footwear. At the same time, the government's emphasis on industrial development has resulted in exports of transportation equipment (locomotives, railroad cars and ships), machine tools and electronics.

Import emphasis remains on the purchase of items needed by the industrial sector, namely, raw materials, machinery and heavy equipment. Equally important are imports of inputs for the export-oriented sectors of the economy, i.e., agriculture and light industry.

In 1977, Romania incurred a sizable hard currency trade deficit of from $500 to $600 million. This was a reversal of the trend of recent years. The outlook for hard currency trade in 1978 is mixed. The government's policy of continued emphasis on rapid economic development and the existence of signed contracts for the import of diverse plants and equipment will insure a high rate of imports of western capital goods. Meanwhile, the government's policy is to attempt to balance its hard currency trade and, in this area, it is trying to provide workers in export-oriented sectors with financial or other incentives such as foreign travel, if their enterprises surpass their ambitious export targets.

As has been the case in the past, non-exempt imports from the west will be held to a minimum. While trade with the west should not increase as a percentage of total Romanian trade, the outlook is brighter for Romanian trade with third-world countries and other communist countries. There is a trend for Romania's trade in consumer goods with these countries to increase, which is one of the few favorable economic signs for the hard-pressed Romanian consumer.

In recent years, Romania has normally incurred a deficit in non-trade transactions

Fairs In Bucharest

Romania's 5th International Spring Fair and Chemistry Show are currently under way (May 4-12). The Fall Fair, which will spotlight equipment for the mining, metallurgical, oil and electrical industries, is to be held Oct. 5-14. U.S. firms interested in participating in upcoming fairs contact: Trade Promotion Division, Bureau of East-West Trade, Room 4821, U.S. Department of Commerce, Washington, D.C. 20230.

which show up in the balance of payments. Deficits on payments for transportation, other services, and interest on foreign borrowings have more than offset a surplus on tourism (whose true potential remains to be exploited). Overall, Romania appears to be managing its external accounts well.

Official 1977 figures show that real workers' wages were up 5.7 percent over the 1976 level. National industrial worker production rose by 9.8 percent. The targeted rate increases for 1978 are: real worker wages—7.9 percent, national industrial worker productivity—9.0 percent.

In general, Romanian Government trade policy is to diffuse its trade relations so that Romania has many trading partners of relatively equal importance. The USSR with an approximate 18 percent market share of total Romanian trade turnover is Romania's major trading partner, followed by West Germany with an almost 8 percent share. In 1976 (the latest year for which such statistics are available), the United States was Romania's seventh major trading partner with a 3.1 percent share. This position was probably maintained in 1977 when the U.S. market share was 4.1 percent.

While the United States has traditionally had a positive trade balance, Romania has made good strides in exporting a wider range of products to the United States. The same has not been the case regarding imports from the United States. In 1977, imports of U.S. manufactures grew marginally in the face of very stiff competition from European and Japanese suppliers.

The key to obtaining Romanian import contracts in 1977 was price; the quality of the goods purchased was a secondary consideration. For 1978, the Romanian Government has set a target of from $650 to $750 million in trade with the United States. If this level is achieved, Romania will probably import more U.S. manufactures, including plants and equipment.

Romania's approach to trading with western firms is characterized by its emphasis on countertrade and/or cooperation projects. In the last couple of years, which have been "buyers' markets," Romania's dependence on countertrade as a marketing tool has increased. Romania's relatively poor hard currency export showing in 1977 has resulted in increased countertrade requirements for 1978. In 1977, countertrade requirements in general were in the 20 to 30 percent range. For 1978, it appears that they will be in the 30 to 40 percent range. Romania has increased emphasis on cooperation projects as an alternate method of increasing exports to the west while decreasing imports from the west.

Types of cooperation projects run the gamut from joint ventures to licensing agreements. An example of a typical form of Romania's approach to cooperation follows: on the joint Iron Gates hydroelectric project with Yugoslavia, Romania was required to install eight large turbines on its side of the Danube. In fulfilling this requirement, Romania imported the first three as complete units. These were, however, part of a contract which provided Romania with a license to build the remaining five similar turbines in Romania. Other examples of similar deals either concluded or in a negotiating stage involve ammonia plants, computer disc drives, airplanes, refrigerator units for trucks, large off-road trucks and gear boxes.

Based on recent trends, Romania's import priorities from the United States will continue to be agricultural products, coal including coking coal, other selected raw materials and semi-processed goods. There are indications that the Romanian Government is now making a major effort to increase the importation of manufacturing technology and machinery and equipment from the United States. In this effort, the emphasis is on the chemical/petrochemical industry and the machine building sectors.

There are three specific phases to negotiations in Romania: 1) technical discussion; 2) commercial talks (may be carried out concurrently with the technical discussions); and 3) final negotiations. In this phase, Romanian regulations require that offers from two or three competing firms be considered. Many U.S. companies have found the negotiation process in Romania to be time consuming (sometimes lasting for two to three years or more) and expensive (just the task of putting together a contract is estimated to be up to ten times the cost, for major contracts, of concluding the same contract in the west). Nevertheless, as the experience of many West European and Japanese firms has shown, results can be profitable.

In the areas of machinery and electronics, U.S. suppliers have played second fiddle to European and Japanese suppliers. In electronics, concerted efforts of Romanian foreign trade organizations to buy U.S. equipment and technology have been hindered by U.S. export controls. Export opportunities range from computers and computer peripherals, sophisticated semiconductor and integrated circuitry technology, grinding machines for billets, automatic installation for hot strip mills, and turbines, to drilling equipment for very deep (over 30,000 feet) petroleum exploration and semi-submersible off-shore drilling rigs. Some cooperation projects currently in the negotiation phase with U.S. companies involve gear boxes for large off-road trucks, turboblowers, electric-drive wheels for large off-road trucks, automatic molding equipment, miniature ceramic capacitors and radio telephones.

The major source of competition for U.S. suppliers of chemical and petrochemical processing equipment comes from Japanese companies and, secondly, from West European firms. Practically all of Romania's needs for this type of equipment and technology are in connection with cooperation projects. Such projects currently in the negotiating stage include: a chloral alkali plant, phosphoric acid plant, ethylene plant, agricultural and heavy tire plants, and synthetic fiber (polyester fibers and polyester resin fibers) plants. There are also opportunities for the export to Romania of fertilizers, insecticides and various chemical/petrochemical products.

U.S., Romanian Presidents Pledge Further Cooperation

During Romanian President Nicolae Ceausescu's visit to the United States April 12-17 he met twice with President Carter as well as with several U.S. cabinet officers, including Under Secretary of Commerce Sidney Harman, who was standing in while Secretary Kreps was in Europe. The two Presidents issued a joint declaration reaffirming earlier commitments of the governments to promote the expansion of trade and economic cooperation. They also declared their intent "to promote the reduction of tariff and non-tariff barriers" and to try to "diversify the structure of bilateral trade." They pledged "to seek ways to put existing non-discriminatory trade relations on a more stable and long-term basis." Currently, Romania's Most-Favored-Nation status is subject to annual review by the President and Congress.

Both Presidents also promised to encourage the development of cooperation activities, participation in specialized exhibitions, and increased exchange of economic information and data. In addition, they expressed support for the Joint American-Romanian Economic Commission and the Romanian-U.S. Economic Council.

President Ceausescu visited American firms in Chattanooga, Houston, Dallas, New Orleans and New York to discuss potential business opportunities. On April 17 in New York, Romania and Control Data Corp. signed a framework agreement which will provide the basis for a series of individual joint venture projects over a ten-year period. Control Data has already established the only American-Romanian equity joint venture in Romania to date—a plant for the manufacture of computer peripherals.

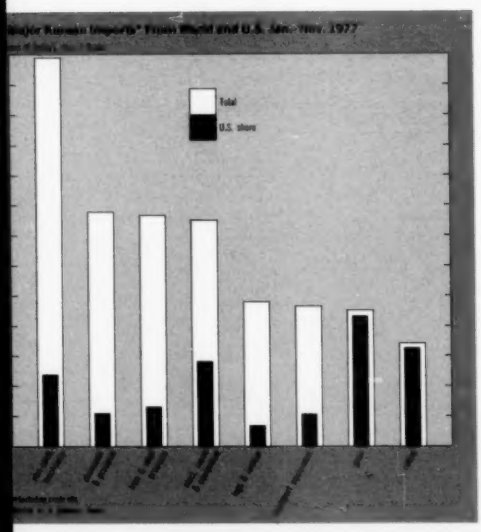
KOREA'S STEADY ADVANCE BRINGS IT CLOSER TO GOAL OF INDUSTRIALIZED STATUS

Korea's outlook for 1978 generally appears favorable for further economic progress despite some clouds on the horizon, reports the U.S. Embassy in Seoul. The official target is for GNP to advance between 10 and 11 percent in real terms.

Agriculture is expected to show a strong growth rate—7 percent—and the manufacturing sector to increase output by 13.5 percent. Fixed capital formation is projected at 24.8 percent, close to the 25.2 percent recorded in 1977. On the other hand, private investment in plant and equipment, which recorded a sharp 60 percent increase in 1977, is slated, according to preliminary surveys, to advance only about 2 percent for all industries. Although large investments are expected to continue in the heavy and chemical industrial sectors, a large decline in expenditures is seen for light industries. The best gains are expected in investments for new electrical power generation and machinery facilities with textiles and base metals registering the largest falloff, although the latter, in absolute amounts, will remain significant.

If private investment turns sluggish, the target growth rate may become difficult to attain. At this juncture, it is too early to determine the trend, but industry surveys show that while production and sales in the first quarter may have been somewhat stagnant, sharp increases are expected in the second quarter. Moreover, the government is expected to increase its outlays for infrastructure development, and construction, principally the housing sector, remains buoyant.

The rapid turnabout in Korea's balance of payments since the large deficits of $2 billion recorded in 1974 and 1975 is one of the most dramatic phenomena of Korea's recent economic performance. Although crude petroleum imports remain a burden ($1.27 billion in 1975, $1.61 billion in 1976 and $1.93 billion in 1977), the rapid growth of exports, a strengthening of the terms of trade, and especially the strong gain in service receipts from $880 million in 1975 to $3.0 billion in 1977, all contributed to an outstanding year in 1977. Within the services account, the most dynamic gains were posted by overseas construction receipts, largely from projects in the Middle East; construction receipts jumped from $438 million in 1976 to $1,246 million in 1977, and projects now in the pipeline assure continued strong gains in the years ahead. The 1977 trade deficit declined slightly from the $590 million recorded in 1976 to $439 million. As a result of the surpluses in the invisibles and transfer accounts, the current account balance showed a modest $15 million surplus.



Long-term capital continued to flow into the country in 1977. A total of $1,752 million in long-term loans and $104 million in direct foreign investment resulted in an inflow of $1,856 million of funds. After balancing other items, including debt amortization of $531 million, total long-term capital inflows were net a positive $1,201 million, resulting in a balance of payments surplus of $1,216 million, the largest in the country's history. The volume of short-term capital inflows and bank borrowings declined drastically from the $602 million in net inflows in 1976 to a miniscule $54 million in 1977. Foreign exchange holdings increased by $1,346 million to a record high of $4,306 million.

Official forecast for 1978

The official forecast for 1978 envisages another strong payments surplus. Although the trade deficit is projected to increase by 59 percent to $700 million, continued growth in net service receipts and transfers is expected to result in a balanced current account. Net capital inflows are projected to decline by 44 percent while short-term credits and bank borrowing are expected to become negative. As a result, foreign exchange reserves are planned to increase by slightly over half of the $1.3 billion recorded in 1977 and total reserves are estimated at the $5 billion level by year's end.

The strong balance of payments picture has conferred burdens as well as blessings on the economy. As a result of an inflow of net foreign assets amounting to $1,308 million, the foreign sector was the principal culprit in a 40.7 percent increase in the money supply in 1977 measured on a year-end to year-end basis or 38 percent on an annual average basis. As evidence mounted that monetary growth was increasing at a too rapid rate for price stability to be maintained, the government took several steps to restrict the growth of the monetary base by inaugurating a tight money policy and restricting domestic credit. The main focus of the government's anti-inflationary policy, however, appears to have been the foreign sector, where measures have been taken to restrict the inflow of foreign capital (especially short-term loans) from abroad, while making maximum use of foreign exchange reserves already held in Korea.

The goal for 1978 is to limit the growth of the money supply to 30 percent and domestic credit by 35 percent. Through restrictions on foreign credit inflows and increased imports as a result of import liberalization measures adopted or under consideration (see below), net foreign asset increases are to be limited to $225 million.

Rapid growth through exports

In 1977, the Republic of Korea surpassed its goal of $10 billion in exports (preliminary data indicate commodity exports at $10,047 million on a customs clearance basis and $10,474 million on a settlement basis). Reaching this level, Korea now ranks as the 17th largest exporting country. In 1964, when Korea passed the $100 million mark, it ranked 84th among exporting nations. Today Korea's exports encircle the globe, reaching 133 countries.

Korea's economic planners are projecting an annual average 10 percent real growth rate over the next 15 years, to be led by a 20 percent average growth in exports (current prices). The next immediate goal is $20 billion in exports by 1981, to be followed by $50 billion in 1986. By 1991 commodity exports will have surpassed $100 billion, if present projections are valid and the world maintains a free trading system. At that time, it is estimated that 72.5 percent of Korea's exports will be composed of heavy industrial and chemical products, compared to 36 percent in 1977.

As its first step toward the 1981 goal, the government has planned exports of $12.5 billion in 1978, a 25 percent increase over 1977. Light industrial products—principally textiles and fabrics at $3.7 billion—will continue to predominate. The most significant growth, however, is projected in the heavy industry sector, with electronic items targeted at a 41 percent gain to $1.5 billion, machinery to increase by 56 percent to $655 million, ships by 29 percent to $770 million and motor vehicles a whopping 156 percent to $110 million.

With regard to the latter, there are indications that Korea is giving serious consideration to becoming a major automobile exporter. This year's export target is set at 30,000 vehicles and the projection for 1981 is for 160,000 vehicles. Major export markets for Korean automobiles to be

(continued on page 22)

COMMERCE UPDATE
ON THE DOMESTIC SCENE

PETROLEUM DEFICIT IS ANALYZED--Commerce's Bureau of Economic Analysis has studied the effect of the transactions between the U.S. and the petroleum exporting countries (OPEC group) since 1972, when imports rose annually from $3 billion to nearly $36 billion. The analysis, which appears in the April issue of the Bureau's SURVEY OF CURRENT BUSINESS, notes that OPEC capital inflows were in approximate balance in the 1972-77 period with trade outflows.

NEW AGENCY IN COMMERCE--Commerce Department's new National Telecommunications and Information Administration will assist the President on telecommunications policies pertaining to U.S. economic and technological advancement and to the regulation of the telecommunications industry. It will also assign frequencies to Federal radio stations, explore possible applications of telecommunications systems, do applied scientific and engineering research, coordinate assistance to state and local governments in its field, and help evaluate procurement and management of Federal telecommunications systems. The White House Office of Telecommunications Policy and Commerce's Office of Telecommunications that have been operating in this field have been abolished.

PACIFIC TELECOMMUNICATIONS CONFERENCE--The first Pacific Telecommunications Conference will be held in Honolulu next Jan. 8-9, and technical papers are being sought by July 31. For full details on participation write Prof. Norman Abramson of the Department of Electrical Engineering or Richard Barber of the Social Science Research Institute, both at the University of Hawaii, Honolulu, Hawaii 96822.

FEDERAL PROCUREMENT CONFERENCE--The Massachusetts business community is invited to meet with procurement specialists from Federal military and civilian agencies and Federal prime contractors at a conference May 19 at the Governor Carver Motor Inn, Plymouth, Mass. Samuel G. Allis, assistant to the sponsoring Rep. Gerry E. Studds, has details on 202-225-3111.

PORTS IN THE U.S. ECONOMY--The nation's 170 commercial ports directly and indirectly accounted for an estimated $56 billion in annual gross sales and contributed about $30 billion to the U.S. GNP in 1977, according to a Maritime Administration study, "Economic Impact of the U.S. Port Industry: An Input-Output Analysis of Waterborne Transportation."

COUNTY BUSINESS PATTERNS--The final report in the Census Bureau's 1975 County Business Patterns series, the overall U.S. summary, has now been released. The series provides statistics on business establishments, payroll and employment, and is intended to help marketers, industrial analysts and economic planners. The summary report, "County Business Patterns 1975, United States" (CBP-75-1) is available at $5 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

WHEN SMALL IS BIG--The entire range of social, economic and technical data available from the Federal Government on the small areas of the nation has been assembled in a new Census Bureau directory. It covers counties, cities, Indian reservations, low-income neighborhoods and even fishery districts. The "Directory of Federal Statistics for Local Areas: A Guide to Sources, 1976" can be purchased for $5.50 from the Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

TRADE ADJUSTMENT ASSISTANCE SEMINARS--Two regional seminars will be held this month to inform businesses about Federal trade adjustment assistance to counter the adverse effects of imports, with special attention to producers of industrial fasteners, CB radios and stainless steel flatware. One meeting will convene at 10 a.m. May 10 at the Midwestern Regional Office of the Economic Development Administration, 175 W. Jackson Blvd., Chicago; the other at 10 a.m. May 12 at the EDA Atlantic Regional Office, 600 Arch Street., Philadelphia.

TORNADO THREAT IS CLOSE--Weather experts of Commerce's National Weather Service are warning Americans to be on guard against tornadoes especially in May and June, when they are most numerous. Safety rules include listening to radio or TV for tornado watch announcements, or for the close-at-hand tornado warnings, and to have advance shelter plans.

Economy Resumes Growth After Interruption In First Quarter

This article was written by Chief Economist Courtenay Slater in collaboration with staff economist Theodore S. Torda.

Dr. Slater

After eleven consecutive quarterly advances, the Nation's real output of goods and services declined slightly in the first quarter. This temporary interruption of the economic recovery was occasioned by bad weather, the coal strike, and an apparent pause in consumer spending. Economic growth has now resumed.

The coal strike and the extraordinarily bad weather of January and February lowered the annual rate of real GNP growth in the first quarter by 2.5 to 3 percentage points, according to the Bureau of Economic Analysis (BEA). The direct effect of the coal strike on GNP showed up largely in the cutback in coal production, which was reflected in a reduction in coal inventories.

The adverse effects of the weather were concentrated within the construction sector—both public and private. Both the bad weather and the electric power curtailments stemming from the coal strike held down average hours worked with resultant impacts on growth of personal income and consumer spending. However, the unusually bad weather boosted consumer outlays for home heating. Much of the negative effect of the weather on other consumer purchases early in the quarter was offset by increased spending in later weeks.

Even without the special inhibiting factors, the economy's real growth rate in the first quarter probably would have fallen short of the fourth quarter's pace. The major reason for the somewhat subdued economic performance in the first quarter, aside from weather and the strike, was a "breathing spell" by the consumer. In the fourth quarter of 1977, strong growth in real disposable personal income fueled an unsustainable increase in real personal consumption expenditures—in fact, the largest quarterly growth rate in 25 years. This was followed by weak growth in real income during the first quarter, partly due to a reduction in the workweek, and some increase in the personal saving rate. Consequently, real outlays for both consumer durable and nondurable goods declined. The greatest weakness came in January, when the weather was a contributing factor. These outlays began to recover in February and, by March, slightly exceeded December's high level. Real purchases of consumer services rose sharply, partly due to a surge in the use of electricity and natural gas.

The physical volume of residential construction declined in the first quarter. Compared to the fourth quarter's high level, housing starts were severely depressed by weather factors in January and February, but rebounded sharply in March. Most of the construction activity resulting from March housing starts will take place during the second quarter.

Weather conditions early in the year also caused a small decline in real commercial and industrial construction. This decline was slightly more than offset by a moderate increase in purchases of producers' durable equipment so that total real outlays for business fixed investment rose, but by a very small amount. The monthly pattern during the quarter was similar to that of consumer spending. Both nonresidential structures and producers' durable equipment, after being depressed in January, began to recover in February and were estimated to have shown considerable further strength in March.

Real net exports decline

Real net exports of goods and services declined in the first quarter, reflecting a record merchandise trade deficit. It was the extraordinarily large February trade deficit which accounted for the increased quarterly deficit. The January and March figures were about in line with other recent months.

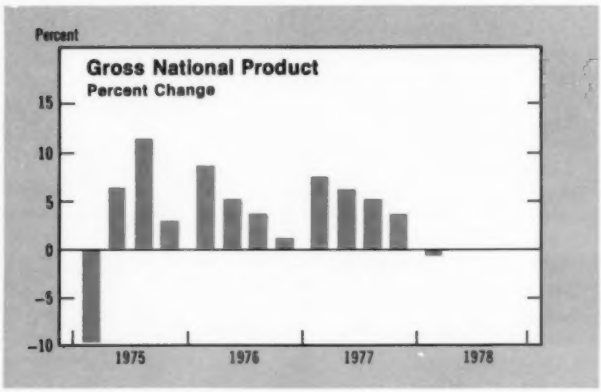
In real terms, Government purchases of goods and services also declined in the first quarter, partly due to the weather. Federal highway building and defense purchases were delayed, and State and local government outlays for structures were dampened. In addition, there was a sizable decline in the Federal Commodity Credit Corporation's acquisitions of farm grains following a large increase in the fourth quarter.

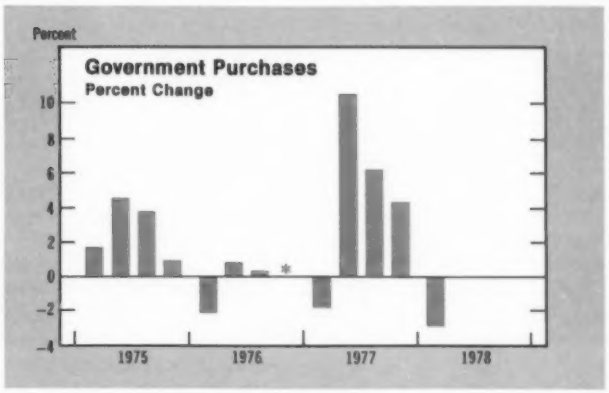
Overall inventory accumulation was a source of strength in the first quarter, despite the cutback in coal stocks. March inventory data were not available for the GNP estimates, but BEA assumed that total inventory accumulation would be very high in March, as suggested by the large gain in industrial production. The ratio of nonfarm inventories to final business sales (in constant dollars) rose in the first quarter to a level somewhat above the average of the past year. However, real final demand was weak early in the quarter, but was increasing strongly at the end of the quarter. Thus, the ratio of inventories to sales was substantially lower by the end of the period than for the quarter as a whole. This suggests that inventory investment could provide further impetus to near-term economic activity.

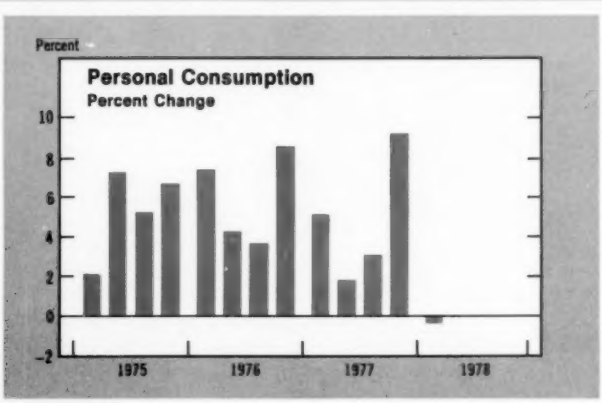
The initial report on GNP for the first quarter of 1978, released in April, will be subject to revisions in each of the next three months. In July, certain key annual data based on some complete surveys and reestimated seasonal adjustment factors, also will become available and permit revision of the quarterly patterns and annual totals for 1975, 1976, and 1977. The table indicates the magnitude of successive quarterly revisions in recent years.

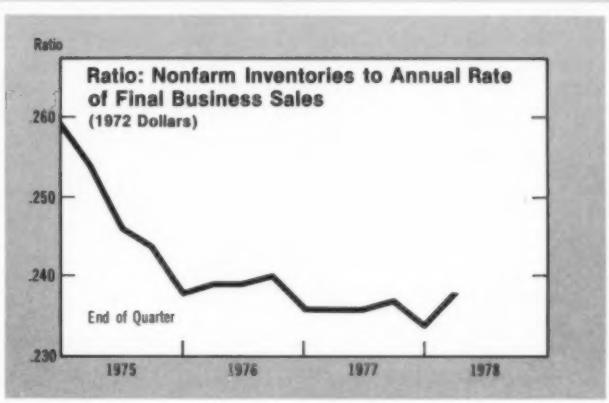
The fixed-weighted GNP price deflator rose at an annual rate of 6.8 percent in the first quarter following a 6.2 percent rate of increase in the fourth quarter. This reflected a sharp acceleration of food price increases in the first quarter. Excluding food and the effect of the Federal pay raise of October 1977, the fixed-weighted price deflator rose at virtually the same rate (about 6.25 percent) in both the fourth and first quarters.

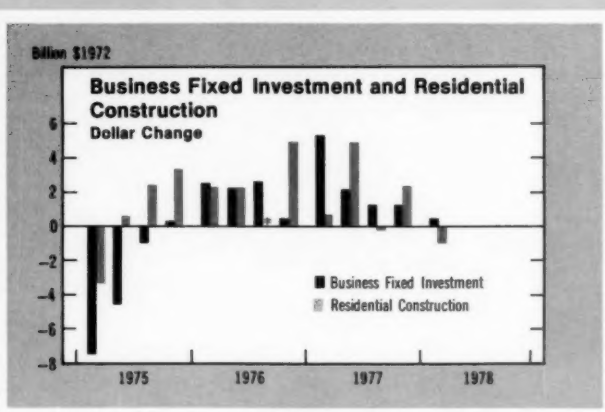
Looking ahead, available evidence points to quite a high rate of economic growth in the second quarter and moderately strong growth during the second half of 1978 (assuming enactment of personal and business tax reductions effective Oct. 1). If this pattern is achieved, growth during the four quarters ending with the fourth quarter of 1978 will exceed 4 percent despite the first quarter interruption. However, the 4.5 to 5 percent growth predicted earlier now appears unlikely. Similarly, because of higher-than-expected food price increases in the early months of 1978, consumer prices during the 12 months of 1978 are likely to rise somewhat more than the 6.1 percent previously projected.

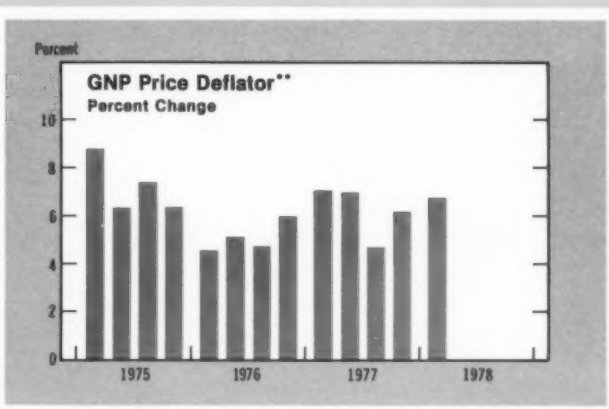












Annual Rate of Change in Real GNP
(as Initially Estimated and Subsequently Revised)

	1976				1977			
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Preliminary Estimate	7.5	4.4	4.0	3.0	5.2	6.4	3.8	4.2
First Quarterly Revision	8.5	4.3	3.8	2.4	6.4	6.1	4.7	4.0
Second Quarterly Revision	8.7	4.5	3.9	2.6	6.9	6.2	5.1	3.8
July 1976 Annual Revision	9.2	NA	NA	NA	NA	NA	NA	NA
July 1977 Annual Revision	8.8	5.1	3.9	1.2	7.5	NA	NA	NA

NOTE: Series are seasonally adjusted annual rates and in constant 1972 dollars.
NA - Not applicable.

*0
**Fixed weighted price deflator which uses composition of output in 1972 as weights.

(continued from page 18)

developed include Africa, Middle East, and possibly Europe.

Area targets for Korean exports in 1978 include United States, $3.9 billion; Japan, $2.4 billion; Europe, $2.1 billion; and the Middle East, $2.1 billion. During the past four years the Middle East has become one of Korea's major export markets, with Saudi Arabia now the country's third major trading partner (10.4 percent of imports and 6.7 percent of exports).

It is too early to appraise adequately how well exports will perform in 1978. After getting off to a good start in January with a 20.6 percent gain over January 1977 levels, exports in February increased considerably, showing a 33 percent increase. Letter of credit arrivals have been impressive, up 8.7 percent in January and 20.0 percent in February. On the other hand, to stabilize domestic prices the government has restricted exports of items in short supply (e.g., cement, fish and plywood) while protectionist measures against Korean exports continue to grow. Nevertheless, the best prognosis at this time is that Korea should come within 5 percent of its target.

Import liberalization inches ahead

The strong balance of payments has brought renewed impetus to import liberalization, both as a measure to restrain domestic price increases and to reduce the inflow of foreign exchange assets. Effective Nov. 18, the government lifted import restrictions on 60 commodity sub-items and raised the import ceilings on an additional 13 others. Among the items selected for liberalization were scrap iron, aluminum structures, accounting machines, DMT, chlorides and rolling mills for metal working. Import ceilings were raised for raw sugar, zinc ingots, polypropylene, and VCM.

In the trade plan for the first half of 1978, imports of an additional 126 commodity sub-items were placed on the automatic approval list. Included was a broad range of machinery and equipment: engine parts, special pumps, air liquidizing equipment, tractor parts and accessories, and metal plating machines. Other measures adopted in the trade plan include the removal of 40 items from the end-user import limitations, the freeing of 10 items from prior approval requirements, and the placing of raw materials and equipment for the safety and improvement of the mining industry under the "exceptional measures" provision so as to allow their free importation. Subsequently, under the administrative guidelines for the trade plan announced in early January, several additional sub-items were shifted to automatic approval, and the import restrictions on certain classes of textile machinery were eased for the rehabilitation or replacement of existing facilities.

Where Demand Is Greatest

Market research has identified the following sectors, all of which relate directly or indirectly to Korea's efforts to improve its production base, as offering the best prospects for U.S. exporters: metalworking and finishing machinery; power generation equipment; construction and mining equipment; process control instrumentation; materials handling equipment; laboratory instrumentation; electronics production and test equipment; and computers and peripheral equipment. Also important are such products as textile and apparel machinery and medical equipment. In addition, there is an almost insatiable demand for advanced technology and new techniques, regarded as essential to improve the quality and competitiveness of Korean-produced export products.

Cautious step forward

All in all, the liberalization measures so far constitute a cautious step forward. The net effect of the measures, according to official announcements, is expected to increase Korea's 1978 imports by between $500 million to $1 billion. Nevertheless, some caveats are in order. First, it should be noted, many of the sub-items "liberalized" are quite minor. In many cases the effect has been merely to reduce the number of sub-items within respective categories that remain subject to restrictions. Second, the vast majority of liberalized items consist of industrial raw materials and industrial machinery. Finally, there remains an internal maze of regulations and implicit restrictions whose total impact is to restrict imports.

The government continues to study further liberalization measures. An Import Liberalization Committee has been established which in early February announced general policy guidelines for future measures. Eligible for possible import liberalization will be 1) items not produced domestically and not competitive with domestic products, 2) those for which domestic production is not planned, and 3) items which are produced efficiently in Korea and are therefore competitive with international products. All import items presently listed as "banned" or "restricted" will be screened over the next few weeks, with a view to shifting as many as possible to "automatic approval" status. A new category of imports is to be set up —import surveillance items—whereby restrictions will be removed, but can be re-imposed if it is found their importation adversely affects the domestic market and/or industries.

While the general principle of import liberalization appears to have been accepted, the road to a truly liberalized import system remains long and tortuous.

In 1967 Korea's exports to the United States totaled $137 million, while its imports from the latter amounted to $307 million, a significant proportion of which was financed by U.S. aid. By 1977 Korean exports had reached $3,118 million (f.o.b.) compared to imports from the United States of $2,447 (c.i.f.). On an f.o.b. basis the trade balance had swung to $818 million in Korea's favor. This total trade of $5,565 million is expected to double by the early 1980's.

Korea's exports to the United States grew by 25 percent in 1977, compared with the 24.7 growth in imports from the United States. The United States absorbed 31 percent of Korean exports, compared to 21.4 percent to Japan, 6.7 percent to Saudi

CASTING AT HYUNDAI INTERNATIONAL PLANT—*This Korean facility designs and manufactures industrial and construction machinery (Asian Development Bank).*

Arabia, 4.8 percent to the Federal Republic of Germany, 3.4 percent to Hong Kong and 3 percent to the United Kingdom. In 1971 the United States had taken 49.8 percent; the continual decline in relative share, despite the rapid growth in Korean exports both to the United States and worldwide during the 1970's, demonstrates a conscious and successful policy of market diversification—which is continuing.

Korea has very rapidly become a country with unusual potential for U.S. business firms, with opportunities in a wide range of industrial sectors. Excellent opportunities exist for trade, in both goods and services, as well as for investment and licensing of technology.

Still regarded as a "developing" country, Korea nevertheless boasts one of the highest economic growth rates in the world, and is already competing successfully against some of the world's industrial giants in international markets. In order to compete successfully abroad, the country's planners have recognized the need constantly to improve the quality of its products, with emphasis on heavy rather than light industry products. By the same token, in order to achieve economies of scale, the establishment of large, modern production facilities has been stressed, mainly in huge industrial estates which have been formed throughout the country. These each specialize in given industrial sectors, such as the Changwon Heavy Industry Complex, the Yochon Petrochemical Complex, and the Kumi Electronics Complex.

To support the rapidly growing economy, large investments have been made to improve the country's infrastructure, including power generation, communications and transportation.

Determining source of supply

Particular note should be made of the key role of foreign engineers and consultants in determining the source of supply of Korea's imports, particularly with large-scale projects. (The source of financing for such projects remains a significant factor.) The nationality of the engineering consultant which performs a feasibility study, designs a plant, or writes the specifications of both the basic machinery and peripheral equipment is often closely related to the nationality of the eventual supplier of such equipment.

The Embassy notes that it is impossible to overemphasize importance of suppliers' making early contact with such engineering/consultant firms, before the specifications are prepared. A supplier with a permanent representative on the spot in Korea is in a particularly advantageous position. However, the Embassy submits numerous "early warning" reports on projects as they develop, and prospective suppliers are advised to consult frequently with the Major Export Projects Division of the Department of Commerce.

Just as foreign engineering firms are generally required to associate themselves with a local Korean engineering firm in engaging in projects in Korea, there are also excellent opportunities for American firms to associate themselves with Korean contractors in their construction activity abroad, primarily in the Middle East. In order to bid on more sophisticated projects, many are seeking tie-ups with foreign engineering partners to take advantage of their more advanced technology.

The timing for American suppliers of goods and services to investigate or to become involved in Korea's growth would seem to be particularly good. Import liberalization is still at an early stage, but it seems likely to broaden. In addition, the Government of Korea is becoming increasingly concerned about and making conscious efforts to rectify the growing imbalance in its trade with the United States (in Korea's favor) and with Japan (in Japan's favor).

For those American exporters who are prepared to take advantage of this, there are many opportunities worth investigating. For example, in 1977, 22 Japanese trading firms operating in Korea sold $1,560 million of goods while 20 U.S. firms had sales of only $46 million, less than Swiss, British or Hong Kong trading companies.

American products maintain an excellent reputation in Korea for quality and reliability. To the extent that U.S. suppliers are price-competitive with Japanese (and European) products and the necessary effort is devoted to meeting market requirements, this could be a very auspicious time to begin mounting export campaigns.

Many visitors to Korea have commented that this country seems to be at about the same development stage occupied by Japan ten or fifteen years ago, as it began its own spectacular economic boom. Whether true or not the fact remains that Korea has advanced extremely rapidly and is fast approaching an industrialized status. Many of the American companies operating most successfully today in Japan began their association there a decade or more ago. U.S. companies not already participating in Korea's industrial activity, and concerned about their future business in Asia, might find it profitable to seek entry now.

Iraq Delays Trademark Rule

The Revolutionary Command Council has extended the deadline for the registration of trademarks under 1977 Law No. 64, which concerns the preservation of the authenticity of the Arabic language, from Feb. 16 to Aug. 16, 1978. The original date was reported in *Commerce America*, Feb. 13, page 16.

U.S. IS HOLDING POSITION IN SLACK DANISH MARKET

Denmark's open economy and high import and export levels makes the country highly susceptible to international market fluctuations. As a result, weakness in key foreign markets for Denmark's products in recent years has caused the development of recessive trends in the Danish economy, according to Harald Grut of the U.S. Embassy in Copenhagen.

Efforts to counter these negative economic forces by means of domestic demand incentives, such as tax relief, provided a 5 percent growth rate in the economy in 1976. Exports, however, did not gain correspondingly, and there was a large deficit in the balance of payments. Despite high and rising unemployment, the Danish Government has therefore been forced to accept a policy of economic restraint that permits only limited expansion. In 1977 the economy grew by only 1 percent and the rate for 1978 is unlikely to be much larger. Expansion beyond that will depend upon hoped-for growth in export markets and export market shares, helped by present efforts to check wage and cost rises.

The effects of the stabilization program have begun to appear in some reduction in the balance of payments deficit. Overall imports have shown a small decline that is expected to continue through the better part of 1978. Thus the Danish market is far from buoyant, but there are significant sectoral variations of special interest to U.S. exporters.

Squeeze in consumer market

The major squeeze is found in the consumer market, which historically has been one of less direct interest to American exporters. The plunge in automobile sales in 1977, for instance, affected American exports little because the market is dominated by European cars. The weakening of consumer demand, however, has the indirect effect that Danish manufacturers hold back on imports of raw materials and semimanufactures.

Although the government's program, in addition to the restraint measures, includes some investment incentives, these have not been sufficient to overcome business reluctance to new investment in the face of uncertain market prospects both at home and abroad and in a situation of an already underemployed production capacity. Business investment was stagnant in 1977 and is not expected to grow much in 1978. More important, both years should show an increase in plant construction but a drop in equipment purchases, a trend that is expected to continue also in 1979. Thus far, however, this development has apparently hurt domestic manufacturers most as machinery imports in 1977 fell

only nominally and American equipment actually improved its position. Investment in new homes, which has often showed great fluctuation from one year to another, fell slightly in 1977 but is likely to recover and stabilize in 1978.

Danish farmers, blessed with a good crop in 1977, will reduce their demand for imported fodders in 1978. As farmers have also reaped price gains, agriculture at present is one area where new investment, mainly in farm buildings, is rising, probably by as much as 20 percent in 1978.

The Danish market will probably remain slack for an extended period of time, which to some extent dims export prospects. U.S. products, however, have previously demonstrated the ability to hold their positions even in a weakening market. They should be helped in this respect by a markedly improved competitiveness that results from both cost and exchange rate ratios. The Danish determination to stay within the European monetary cooperation (the so-called Snake) has, despite some minor rate adjustments, led to a gradual appreciation of the krone in relation to several other currencies, including the U.S. dollar. It should also be kept in mind that despite the present slowing of activity and investment, industry is in the process of modernizing plant and equipment, and the public sector still has an ambitious program of infrastructure projects.

The Danish Underground Consortium is planning to expand its oil production activity in the North Sea. Production is expected to begin in late 1980 or early 1981. The investment is estimated at approximately US$223 million. This project could offer excellent opportunities for U.S. suppliers of offshore drilling and production equipment.

Projects being scrutinized

Actual construction of the billion-dollar bridge over the Great Belt is expected to commence in 1979. It will connect the island of Zealand, where the capital Copenhagen is located, with the island of Funen, which already has bridge connections to the Jutland peninsula and thus to Continental Europe. According to the present schedule the project will be completed in 1985 or 1986. The bridge is one of several projects which is currently being scrutinized by the Danish Government in the context of overall development objectives. While some projects will be postponed, prospects for the bridge appear to be favorable with the final go-ahead expected by this summer. The Great Belt Bridge Co., which is the Danish Government agency controlling the operation, has issued invitations to prequalify for bidding for the first stage of the bridge, which comprises a 7.5-kilometer section between the islands of Zealand and Sprogø, and has accepted 13 prequalified applicants, of which two are American. The project, as a whole, could offer excellent opportunities for U.S. suppliers of steel, construction machinery and technical know-how in the field of major bridge design and/or construction.

Other leading sales prospects

Electronic data processing is highly developed in Denmark within the public as well as the private sectors. U.S.-brand equipment is widely recognized because of its leading position in development and advanced technology. Most equipment is imported; Denmark has only one EDP equipment producer, with limited production. In 1977, the U.S. share of imports was 33 percent. This figure, however, does not give a true picture of the market share of U.S.-brand equipment, since it does not reflect the equipment imported from U.S. manufacturing subsidiaries in Europe and elsewhere. Total imports of EDP machines and peripherals, including parts, were $149 million in 1977. By 1980, the total Danish market is expected by industry experts to reach $185 million. Because of its technological leadership, the United States should be able to increase its market share. Products offering the highest potential are EDP equipment for small industry and trade applications in the $25,000-$100,000 price bracket; general purpose digital computers, CPU capacity 64-128 K-bytes; CPU coding equipment, floppy disks, online terminals, intelligent terminals with diskette, and display-keyboard terminals.

Another product group to which Danish industry ascribes great importance is business equipment. Because of its possible cost-saving impact on private industry and government budgets, it is considered to be one of the most interesting product groups for a number of years to come. In particular, electronic word processing equipment and systems are looked upon as means of modernization and rationalization for industry and administration. U.S. exports of business equipment to Denmark in 1977 amounted to $9.2 million. Industry sources estimate the total Danish market to be around $40 million; by 1980 it should reach around $80 million. U.S. companies have excellent opportunities to achieve a dominant market share for the same reasons as those given regarding the EDP industry. Products offering the best potential are electronic word processing systems and equipment; electronic desk-top calculators; photocopying machines; and microfilm equipment.

Safety and security systems and equipment form yet another product group which offers good potential to U.S. exporters. Denmark, being a relatively peaceful country with a traditional low crime rate, is experiencing an increasing number of burglaries and bank robberies. Insurance companies offer premium reductions for home, shop, and property owners having security equipment installed. Safety equipment is now required by law for many production and materials handling industries. U.S. products, reportedly, are highly competitive in quality and price. A present market share of only 5 percent implies good sales possibilities in a market which in 1977 amounted to some $40 million. Among products in this group offering the highest potential are electronic burglary alarm systems; fire detectors; closed-circuit surveillance systems; and face and skull guards and protective clothing.

The fast-growing need for new production methods and technology in the Danish electronics industry, which is an important factor in Denmark's foreign exchange earnings, warrants an increasing demand for sophisticated production and testing equipment.

Other products for which there is good potential for American sales are food processing and packaging equipment, especially in the field of meat processing; energy-generating systems, such as power plant equipment and pumps, valves and compressors; energy-saving equipment, and pollution-control equipment, such as municipal waste systems, water purification systems (except consumer-type) and general recycling systems. In the field of agricultural products Denmark continues to be a good market for grains, fodders, fruit and vegetables. In the consumer market, recent fashion trends indicate an increasing demand for jeans and sweatshirts.

An effective medium to reach the Danish and Southern Swedish markets is Copenhagen's large exhibition and convention hall, the Bella Center. During 1977, 17 trade shows were held at the Center, of which 11 were strictly professional, open to trade only, and six were open to the general public. The "closed" events attracted 110,400 visitors, of which 30,000 were foreigners representing 81 countries. The total number of visitors to the 17 shows staged at the Center during 1977 was 627,500. In addition to its extensive complex of exhibition halls, the Center also has modern and well-equipped convention facilities. The trade shows, which are almost exclusively of an international nature, are open to foreign participation, either directly or through local representatives or agents.

U.S. Suppliers Invited

U.S. suppliers of packaging machinery and related printing equipment and supplies are invited to exhibit at the U.S. pavilion at PAK-TEK '78 in Copenhagen, Dec. 5-9. For information contact William Beiring at the Commerce Department, 202-377-3276.

U.S. Judged In Strong Position To Claim Even Larger Share Of Guatemala's Rising Imports

The outlook for U.S. exports to Guatemala in 1978 is very favorable, according to Ralph D. Griffin, Commercial Attache at the U.S. Embassy in Guatemala City.

The Guatemalan economy has grown extremely rapidly in real terms over the past two years (around 8.5 percent per annum) and total imports now exceed $1 billion for the first time. Expectations are that the economy will continue its vigorous expansion this year, although at a slower rate than before due to sharply lower receipts for coffee and sugar. These two products are Guatemala's first and third largest foreign exchange earners. Construction is still strong and, most importantly, the Guatemalan economy has diversified greatly over the past decade and is no longer so dependent on a few agricultural products. Growth in tourism, expanding shipments of manufactured goods to Central America and now exports of minerals will help to offset reduced receipts from its leading crops.

Shipping is faster, cheaper

The United States should be in a strong position to improve its share of Guatemalan imports as a result of the rapid appreciation of the currencies of Japan and West Germany, Guatemala's number two and three sources of imports outside of Central America. In addition, the improvement in shipping services from the United States to Guatemala following the recent enactment of a new shipping law should make it less expensive and more convenient to import from the United States.

Guatemala imported a total of $1.1 billion in 1977, some 24 percent more than 1976, according to the Bank of Guatemala. A rapid expansion of imports began in 1976 after the earthquake and has increased since then. However, with the probable slowing in the economy, Griffin's expectation is that the growth in imports will begin to decline in 1978, but still show a gain of around 15 percent. This would mean total imports from the United States of around $440 million for this year.

The United States is by far Guatemala's largest trading partner, supplying a third of Guatemala's imports and buying about the same percentage of the country's exports. Guatemala customarily favors U.S. suppliers because of established quality, close proximity for both purchasing and service, and now even more than before, competitive prices.

Guatemala is the second largest U.S. market in Central America and the Caribbean and tenth in Latin America, up from 11th in 1976. Total U.S. exports to Guatemala (U.S. statistics) reached $377 million (f.o.b.) in 1977, compared with $344 million in 1976. This increase was less than expected and shipments from the United States may have been hurt by the U.S. East Coast dock strike.

The top ten U.S. exports to Guatemala in 1977 were, in descending order, passenger cars and trucks, organic chemicals, parts for motor vehicles, construction and mining equipment, agricultural tractors, wheat, electrical power machinery, aircraft, pumps, valves and compressors, and materials handling equipment.

Among the growth leaders over the past 12 months were telecommunications equipment, printing and book-binding equipment, machine tools for working metals, insecticides, organic chemicals, raw materials for the plastic industry, tractors, parts for vehicles, materials handling equipment and pumps. The total market for chemical products in Guatemala is now over $200 million, up 40 percent from 1976. Imports of a number of consumer goods were also sharply up, in particular color television sets, toys and packaged foods and food preparations. These increases probably reflect the rapid growth of disposable income since 1976.

Griffin expects that imports of telecommunications and medical equipment will expand rapidly this year as the government continues its heavy investment in the telephone and public hospital systems.

The Department of Commerce and U.S. Embassy are organizing a catalog show in Guatemala on agricultural equipment in June and a seminar mission on telecommunications equipment in July. Firms interested in participating in these events are urged to contact the U.S. Department of Commerce.

Other large government infrastructure projects planned include port construction on the Pacific and Caribbean coasts and a $50 million expansion of the Guatemala City water and sewer systems funded by the Inter-American Development Bank. In addition, a number of feasibility studies are under way or about to begin which will lead to major projects in late 1978 or early 1979. These include three hydroelectric power projects (Serchil, Chulac and Xalala), a very large new potable water project for Guatemala City and the exploration of two geothermal power sites.

The government expects by mid-year to have signed petroleum exploration contracts with foreign companies for six new areas in the Petén and adjoining Departments of Guatemala. If the bidding is successful, demand for a full range of support activities will be created, such as geophysical and geological surveys, air transport and construction of roads and camps.

Inflation continues to be a serious problem in Guatemala. A rapid increase in agricultural and construction wages last year, much larger government expenditures and unexpectedly large inflows from exports of coffee and cotton contributed to inflation, which stayed at an annual rate of around 13-14 percent. A $58 million increase in salaries for the lower level of government employees was granted in March and will result in similar demands by workers in private industry. This new income will result in further pressure on prices.

A new government takes office in Guatemala July 1, and it is expected to follow many of the economic policies of its predecessor, which resulted in a favorable working relationship with the business community.

GUATEMALA CITY PROJECT—*Workers smooth cement for conduction canal of Xaya-Pixcaya water system (photo from Inter-American Development Bank).*

Commerce Invites U.S. Firms To Tehran Fair Next Fall

The American Embassy in Tehran and the U.S. Department of Commerce are beginning recruitment efforts for the 6th Tehran International Trade Fair, to be held in Tehran Sept. 19-Oct. 1. The Fair is the most important commercial event held annually in Iran, and attracts a large number of visitors, including virtually all important government officials and Iranian businessmen. The Fair is an excellent advertising vehicle for producers of consumer goods, and an excellent means of introducing new products to the market. Firms interested in locating an Iranian distributor would also benefit from participating.

Interested persons can contact Barbara Schell, U.S. Embassy—Tehran, Box 2000, APO New York, 09205, or Franc Manzolillo, Room 6015, U.S. Department of Commerce, Washington, D.C. 20230.

Canadian Tariff Changes Follow Budget Presentation

As a result of the April 10 budget presentation, Canada has taken several tariff actions of interest to U.S. exporters.

The tariff cuts introduced in February 1973 for one year on a wide range of consumer products and substantially renewed in most cases until June 30, 1978, were extended with certain exceptions until June 30, 1979.

Products to which the cuts, averaging five percentage points, apply, include: edible meat offals, canned beef, prepared cereal foods, biscuits and pretzels, peanut butter, macaroni and vermicelli, certain frozen vegetables, canned clams and crabs, tomato and pineapple juices, soups, film, pharmaceuticals, perfumes and toilet preparations, soaps, bottles, kitchenware, typewriters, vacuum cleaners and carpet sweepers, power lawn mowers, certain hand tools, fishing gear, cameras and projectors, certain sporting goods, phonograph records and tapes, and pens.

On the items excepted from the tariff cut extensions the regular duty rates will go back into effect on July 1 of this year as follows: canned and frozen asparagus, 22½ percent; frozen Brussels sprouts, 22½ percent; glass tableware, 20 percent; and surface active agents and synthetic detergents, 15 percent. The reduced duty rates of these items, which will still be in effect until June 30, are 17½, 15, 15, and 10 percent, respectively. The reduced rate of 10 percent on canned meats except beef will also expire on June 30; however, it will be replaced by a new 15 percent rate on July 1. The regular rates had been 25 percent for canned pork and 20 percent for other canned meats except beef.

The duty-free treatment of aircraft and aircraft engines of types and sizes not made in Canada was extended for another year until June 30, 1979.

Tariff item 61810-1 has been amended, which has the effect of excluding tires for non-agricultural tractors from free entry.

British preferential tariff rates were withdrawn, as of April 11 of this year, on imports from the United Kingdom and the Republic of Ireland of the following items (preferential rates in parentheses): confectionery (10 to 12½ percent); articulated boom-type cranes for mounting on trucks (2½ percent); certain diesel engines (duty-free); certain apparatus used in community antenna television transmission lines (duty-free); and knitted garments, fabrics and goods (20 to 25 percent). The MFN tariff rates, which now apply, are 15 to 20 percent for confectionery, 27½ percent for the knitted items, and 15 percent for the other three items.

For more specific information contact Office of International Marketing, Room 4002, U.S. Department of Commerce, Washington, D.C. 20230, tel. 202-377-2346.

Calendar For World Traders

May 9—Milwaukee—14th Annual Wisconsin Int'l Trade Conference, Pfister Hotel. Patrick J. Lucey, Ambassador to Mexico, will be among speakers. Sponsored by World Trade Assn. of Milwaukee. Information: 414-291-3473.

May 10—Chattanooga—Joint meeting of World Trade Council and Transportation Club, Read House.

Events occurring during World Trade Week, May 21-27, are listed on inside front cover.

May 10 — New York — FCIB Book Exporters Credit Group meeting, Summit Hotel.

May 11—New York—Overseas Automotive Club meeting, Summit Hotel (212-725-1700).

May 11—Chicago—Int'l Trade Club seminar, The Middle East: Turning Obstacles into Opportunities, Palmer House. Information: 312-341-9021.

May 15-19—Atlanta—Three AMA seminars: Financing Export Sales, Marketing for Export, and Export Documentation, Dunfey's Royal Coach Motor Hotel. Call 212-246-0800.

May 16—St. Louis—Conference on Our Southern Neighbor—Mexico, Breckenridge Pavilion. Hugo B. Margain, Mexican Ambassador to the United States, will discuss Mexico's Current Economic Situation. Information: Commerce District Office.

May 16—Memphis—World Trade Club meeting, Southwestern at Memphis. Rommell Cartwright of Commerce's Bureau of East-West Trade will speak. Information: 901-521-3213.

May 16—Omaha—U.S.-Japan Trade Seminar, Northern Natural Gas Bldg. Commerce's Art Miyakawa will discuss U.S. Export Promotion Programs. Information: 402-221-3664.

May 16—Buffalo—Secretary of Commerce Juanita M. Kreps will speak before the annual Board of Directors Election Luncheon of the Buffalo Area Chamber of Commerce. Information: Commerce District Office.

May 17 — Houston — Seminar on Understanding Federal Regulations on Boycotts. Speakers from Commerce, Treasury and industry. Information: Riley Venza, 713-522-7911, ext. 238.

May 17—Flint, Mich.—World Trade Week seminar: Exporting for Profit—Introductory Export Workshop. Information: Paul E. Litton, 313-226-3650.

May 17—New Orleans—World Trade Club of Greater New Orleans meeting. Speaker: Louisiana Lt. Gov. James E. Fitzmorris.

May 17—Boston—Int'l Business Center of New England seminar: Zero-Base Budgeting for the Int'l Company. Information: 617-542-0426.

May 17-19—Charleston, S.C.—Fifth Annual South Carolina Int'l Trade Conference, Mills Hyatt House. Featuring the Transportation Debate of '78. Principal speakers: former U.S. Secretary of Commerce Frederick B. Dent, and James B. Edwards, Governor of South Carolina. Information: 800-845-5351 (in South Carolina, 800-922-5254, ext. 258).

May 18—New York—FCIB Drug, Chemical & Food Export Club meeting, Summit Hotel.

May 18—Honolulu—Hawaii World Trade Assn. meeting and quarterly meeting of the Chamber of Commerce of Hawaii.

May 18 — Wichita, Kan. — World Trade Club and Dept. of Commerce Export Documentation Seminar.

May 18—Seattle—4th Annual Int'l Trade Conference, Seattle Center. Theme: Protectionism—Implications for U.S. Trade. Information: 206-464-6282.

May 18-19—New York—Briefing on Nigeria, Americana Hotel. Reginald Biddle, Commerce's Nigeria specialist, will speak. American Management Associations, 212-246-0800.

May 18-20—Washington—Conference on Regulatory Codes for Transnational Corporations, Capital Hilton. Contact Frank A. Orban, 804-977-5690.

May 19—Covington, Ky.—Export Workshop, Northern Kentucky University. Call Carey Blankenship, 502-564-2170.

May 19—Highland Heights, Ky.—Int'l trade conference, Northern Kentucky Univ. Sponsors: Kentucky Dept. of Commerce and Commerce's Memphis District Office.

May 19—Los Angeles—Chamber of Commerce trade seminar, Int'l Trade Club Mini-Expo. Information: 213-629-0637.

May 19—Boise—Idaho World Trade Day, featuring int'l trade seminar. Information: Commerce Portland District Office.

May 19-20—Atlanta—Seminar on Trade and Investment in Brazil, Peachtree Plaza. Southern Center for Int'l Studies in Atlanta, 404-261-5763.

May 19-21 — Atlanta — Int'l Hi-Fidelity Show, Georgia World Congress Center.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Communications Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. July 3-7. The Telecommunications Authority of Singapore has budgeted $1.5 billion in its long range investment program for communications equipment. Total imports of communications equipment were $185 million in 1976. Malaysia has allotted $430 million for communications equipment through 1980. The State Telecommunications Corporation of Indonesia plans to spend $430 million on telephone equipment purchases alone by 1979. The total market for communications equipment in these three countries is projected to be over $600 million by 1982. Contact Todd W. Burns, 202-377-2051.

Packaging Equipment Exhibition. U.S. Trade Center, Taipei. July 10-14. Due to the large volume of exports by Taiwan, there is competition to improve the appearance, safety and durability of products. This trend will cause imports of packaging equipment to increase in the next three years by 40 percent compared with 1976. Market size in 1976 was US$5.9 million with projections of $7.2 million for 1978 and $8.4 million for 1980. Market research and basic summary available from Joseph Burke, 202-377-4961 or 5402.

Agricultural Equipment Catalog Exhibition. Ghana, Togo, Swaziland. July 10-18. These three countries had a total Gross Domestic Product of over $5.5 billion in 1975. Total imports of the three amount to over $1 billion, of which about $50 million consists of agricultural equipment. Although Ghana is struggling to improve its balance of payments, it has the greatest potential; Togo's economy is steadily expanding; and Swaziland has moved up from one of the world's least developed countries in 1968 to a $533 per capita GDP in 1975 with an 11 percent real economic growth in the past three years to 1977. Catalog Exhibitions, 202-377-3973.

Telecommunications Equipment and Systems Seminar Mission to Mexico, Costa Rica, El Salvador, Guatemala. July 12-29. Excellent markets exist in Mexico and Central America for U.S. manufacturers of telecommunications equipment. Through 1982, Mexico has planned expenditures of approximately $360 million, of which almost $230 million will be procured abroad. Costa Rica, El Salvador and Guatemala, with virtually no local production of this type of equipment, will spend approximately $170 million through 1982 on telecommunications equipment. Product areas to be promoted on this mission include telephone and telegraph apparatus, data communications equipment, non-broadcast radio and T.V. equipment, broadcasting radio and T.V. transmission and studio equipment and communications test equipment. Walter Bastian, 202-377-3636.

25th Damascus International Fair. July 15-Aug. 1. Syria's most important and prestigious annual business event. Has proven an effective vehicle for entering the Syrian market and offers opportunities for U.S. firms seeking local representation and maximum exposure to Syrian governmental and private sector decision-makers. In 1977, more than 200,000 visitors came through the U.S. pavilion, and the 35 U.S. firms participating sold $1.1 million off-the-floor and had projected sales of nearly $50 million. Contact Karl S. Reiner, 202-377-5767.

AMTECH '78. Business Equipment, Computers and Health Care Equipment. Wellington. July 24-28. The current market for computers and business equipment in New Zealand is over $60 million and is expected to double by 1981. New Zealand enjoys a comprehensive health care program and by 1981 yearly expenditure for equipment and supplies is expected to reach $27 million. Harry Stringer, 202-377-4957.

Security and Safety Devices, Equipment and Systems Exhibition. U.S. Regional Marketing Center, Singapore. July 24-28. As gateway to Thailand, Malaysia, Indonesia and Southeast Asia, Singapore is the principal marketing, distribution and financial heart of an area supporting a population of 190 million, with an aggregate GNP in excess of $55 billion. More than a single, national market, Singapore's strategic location and industrious, educated population have earned for the country an economic significance throughout Asia that far surpasses its physical size. As Singapore and its neighboring markets pursue their courses of industrial and economic development, their immediate and future requirements for more and better security and safety devices, equipment and systems grows. Last year, Singapore alone imported nearly $65 million in security and safety equipment. By 1979 this figure has been projected to reach $69.1 million, and by 1982 imports into Singapore will amount to $73.5 million. Sophisticated American products are respected and preferred. Bob Blake, 202-377-3560 or 4156.

U.S. Commercial Fishing Equipment Specialized Trade Mission to Philippines and Taiwan. August. There are continuing profitable opportunities for the export of U.S. commercial fishing equipment to the Philippines and Taiwan. In the Philippines fishing resources as a whole are particularly under-exploited. One of the major problems of the Philippines Fishing Industry is the inadequacy of fish processing and distribution facilities. The Philippine Government is in favor of obtaining equipment and technology to improve the operation of commercial fisheries and fish production. In Taiwan, there is currently a drive under way by both the government and large commercial fishing concerns to substantially upgrade fish processing, storage and packaging facilities. The following product and technology areas are considered to offer excellent export potential: sea-farming technology, purse-seiners, sea-food processing equipment, commercial refrigeration systems used in land transport vehicles, storage and marketing and ship-based refrigeration systems, high technology fish finders, dam barge fishing technique with attendant equipment and highpowered diesel engines. U.S. mission members will be exposed to intense one-on-one sales meetings with high-level public and private officials responsible for the expansion of fishing industries. Limited to 10 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Machinery and Systems for Concrete Construction, Seminar Mission to Colombia, Ecuador, Venezuela. August. Construction activity in Venezuela is expected to reach unprecedented levels during the next five years. This will strain local resources of materials and equipment and lead to impressive growth in imports. In Colombia, the government recently unveiled its most ambitious public investment program to date—a $6.6 billion plan to build a more solid economic base. The investments, which include infrastructure expansion such as construction of hydroelectric power facilities, airport expansion and modernization of roads, will begin immediately. The revival of Ecuador's import boom places this country among the top ten west hemisphere markets for U.S. exports. The construction industry, especially in the major projects area, has been very active in Ecuador, with the market for imported machinery estimated at $50-60 million. Housing starts, highway construction, airport and port expansion should continue in Ecuador well into the 1980's. The principal objective of the seminar mission will be the sale of U.S. manufactured machinery and systems and the introduction of U.S. technology. The following areas are considered to offer high export potential: concrete block building technology; concrete housing systems; effective compaction techniques; forming, curing, splitting and curbing concrete block; handling concrete on the job site; post-tensioned pre-stressed concrete construction. Limited to 7 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Forestry and Sawmill Equipment Exhibition. U.S. Trade Center, Mexico City. Aug. 1-3. Mexico has over 100 million acres of forested land but must supplement its local production of rough-cut wood through imports. To reduce the need for imports the current Mexican administration plans to invest $727 million in forestry and sawmill operations between now and 1982. Consumption of forestry and sawmill equipment should increase 44 percent annually to $108.4 million in 1980, 80 percent of which will be met by imports. U.S. machinery, favored for its advanced technology, high quality and superior parts and service availability, will maintain a 50 percent share of the Mexican import market for forestry and sawmill equipment. A wide range of products will be promoted at this exhibition. Mary R. Wiening, 202-377-2313.

Fluid Power Exhibition. U.S. Trade Center, Taipei. Aug. 7-11. Taiwan's fast-growing economy and the parallel growth of wage rates have resulted in a demand for fluid power equipment, which is seen as a superior method for automating and improving quality control in a variety of manufacturing facilities. Imports account for 90 percent of the fluid power equipment marketed in Taiwan, and the U.S. has the largest share after Japan with sales of over $10 million in 1976. The Industrial Development Board is actively promoting the use of fluid power technology; as Taiwan becomes involved in the production of simple fluid power components, demand for more sophisticated U.S. equipment will grow rapidly. Call Robert Blake, 202-377-5401.

Scientific, Industrial and Medical Instrumentation Exhibition. Manila. Aug. 14-18. The Philippines imports most of the scientific, industrial analytical and medical instruments and related equipment it requires. In 1976, $13.7 million worth of scientific and industrial analytical instruments and $6.8 million worth of medical instruments and related equipment were imported into the Philippines. Imports of scientific and industrial analytical instruments are forecast to grow at a rate of about 15 percent, and imports of medical instruments by 5 percent per year through the early 1980s. The United States is the leading supplier of all types of instruments, and this trend is expected to continue in the face of strong competition from Japan, and to a lesser extent, West German and British instrument manufacturers. Presently, U.S. firms supply 35 percent of the scientific and industrial analytical instruments and almost 60 percent of the medical instruments and related equipment imported into the Philippines. Lars Lofas, 202-377-4227.

School Construction Equipment & Educational Training Aids Catalog Exhibition. Nigeria. August 14-25. The federal and state governments of Nigeria have allocated $5.3 billion for the improvement and expansion of educational facilities and programs during 1975-80. About half of the allocated funds will be used for the construction of approximately 900 new schools and universities. The other half will be spent on new educational equipment and techniques. The emphasis is on secondary education (43 percent), primary education (12 percent), and higher education (10 percent). Buildings to be constructed cover the entire range of educational facilities from classrooms and laboratories to dormitories and sports complexes. The best opportunities for U.S. suppliers of educational training aids are in the higher technology categories and at the higher educational levels. Catalog Exhibitions, 202-377-3973.

Petroleum Exploration and Extraction Equipment Trade Mission to Brazil and Argentina. Aug. 21-Sept. 1. Brazil and Argentina are strongly committed to the development of local petroleum production. Brazil's petroleum company, Petrobras, invested $860 million in 1977 on oil prospecting and extraction equipment alone. The Government of Brazil has recently authorized Petrobras to import equipment for use in the Campos Oil Basin. These import tax and license exemptions underline Brazil's high priority to oil exploration and extraction. Argentina plans to reach self-sufficiency in oil production by 1985. Therefore, the government and private companies in Argentina are planning to spend $80 million in 1978 and $100 million in 1979 on oil prospecting and extraction equipment. U.S. exports of this type of equipment to Argentina have increased from $6.3 million in 1972 to $12.8 million in 1976. Craig Atkins, 202-377-4756.

Leisuretime U.S.A. Exhibition. U.S. Trade Center, Tokyo. Aug. 28-Sept. 1. Japan, with a population of 113 million and a per capita GNP of $4,900, is the largest overseas U.S. market. Japan accounts for approximately 8 percent of total U.S. exports of leisuretime products included in this theme. Accelerating trends of a five-day workweek and increasing disposable income favor promotion of leisuretime goods. Theme products include: golf equipment, fishing rods, reels and tackles, hand-held power tools, tennis rackets and balls, snow and water skis, baseball, football, basketball, volleyball, ice hockey equipment, motion picture cameras, projectors and screens, musical instruments, and related others. Irwin D. Nathanson, 202-377-4390.

Chemical/Petrochemical Processing Machinery and Instrumentation. U.S. Trade Center, Mexico City. Aug. 29-Sept. 1. Mexico is currently carrying out plans to double crude oil production by 1982, and has earmarked $7.65 billion for the petrochemical industry. Purchases of machinery and instrumentation by Mexican chemical/petrochemical processors are forecast to grow at an annual rate of 24 percent during the next several years. Despite substantial growth in Mexican production of needed products, a greater share of demand will be met by imports, projected at $396 million annually by 1980. Call Thomas L. Thomas, 202-377-4463.

U.S. Exhibition at Selkhozteknika 1978. Moscow. Aug. 31-Sept. 14. The largest exhibition of agricultural machinery, equipment, instruments and technology to be held in the Soviet Union in 1978. The third international exhibition will focus on almost all areas of agri-business and affords American producers a genuine marketing opportunity. Bob Bradshaw, 202-377-5164.

General Industrial Equipment—U.S. Exhibition at the 34th International Trade Fair. Plovdiv. Sept. 3-10. Bulgaria has increasingly turned to the West for products and technology unavailable from communist markets, and, as a result, Bulgarian-U.S. trade has increased ten-fold in the past five years. Bulgaria stresses modernization and expansion of existing plants and equipment under its Seventh Five-Year Plan (1976-80). It is estimated that 55 percent of total capital investment of $30 billion will be expended for modernization and reconstruction programs, compared with 30 percent under the 1971-75 plan. Investment in machine-building and metalworking, chemicals and electronics, which comprise the main branches of the industrial sector, have highest priority for future development. Tony Bilecky, 202-377-3367.

Chemical/Petrochemical Processing and Equipment. Leipzig Fall Fair. Sept. 3-10. GDR government planners have placed special emphasis on the rapidly expanding chemical/petrochemical industries. The current five-year plan, 1976-80, calls for an increase in crude oil processing capacity from 17 million tons in 1976 to 23 million tons in 1980 and for the production of more chemical feedstocks. Annual production of plastics, especially low and high-density polyethylenes and polyurethanes, will reach 930,000 tons by 1980. The output of synthetic fibers is planned to hit 140,000 tons per year by the end of the plan. A new acrylic fiber plant is planned. The plan calls for increased production of nitrogen, phosphate, and calcium fertilizers. New chlorine plants are slated to supply domestic plastics and export markets. Production of pharmaceuticals is to rise by 65 percent. The outlook for other chemicals and downstream petrochemicals industries is also one of accelerated development. Reginald Beckham, 202-377-2801.

Plant Operations and Industrial Maintenance Equipment Exhibition. Seoul. Sept. 4-8. Korea's consumption of plant operations and industrial maintenance equipment is expected to reach $293 million in 1982, with imports providing two-thirds of the industry's needs. U.S. suppliers could easily capture at least one-fourth of this potential as import liberalization makes purchases easier, and rising labor costs encourage automation. A significant demand exists for the following product lines: environmental controls, safety equipment, maintenance and materials handling equipment, power generation, and security systems. Call Fred Ott, 202-377-5895.

Plastics & Rubber Production Machinery & Materials Exhibition. Caracas. Sept. 4-9. The Venezuelan market for plastics and rubber production machinery, accessories and plastic materials is considered one of the best among developing nations. The United States is presently selling over 50 percent of the plastic raw materials and 35 percent of machinery needed by the Venezuelan plastic and rubber industries. The total market requirements for equipment in 1975 jumped 51 percent over 1974 and in 1976 increased 30 percent over 1975, and should continue at the same rate through 1980. To obtain a copy of the market research summary and registration forms for this financially rewarding exhibit, call Charles M. Cummings, 202-377-5812/2995.

International Security Equipment Fair. Essen, Germany. Sept. 11-15. The rising need for security and safety devices is mainly explained by the fact that terrorism in Europe has increased and police are no longer completely able to protect individuals or property. Protection by technical installations is one of the best means of crime prevention. In 1976 the German security equipment market totalled $1.2 billion, with the United States supplying about $60 million. By 1982, the market is projected to increase by 36 percent. The U.S. share, at that time, is predicted to reach $88 million. Contact Loretta Allison, 202-377-2905.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Sao Paulo. Sept. 11-15. Sales of food processing and packaging equipment in Brazil totaled $94.5 million in 1976 and imports amounted to more than $27 million. U.S. exports of food processing and packaging equipment to Brazil have been projected at a 20 percent level, but U.S. exporters face serious competition from European manufacturers. A few of the best prospects are crushing machines for cocoa beans and grain, presses for wine, milk homogenizers, ice cream making machines, refrigeration equipment, orange juice extractors, multipackers, thermoforing equipment, and shrink packaging equipment. A summary of the Commerce Department study of the Brazilian market for food processing and packaging equipment pinpoints additional high potential sales items. A copy of the summary is available from G. Lincoln McCurdy, 202-377-5427.

Computech '78 — Computer Hardware/Software/Technology Exhibition. U.S. Trade Center, Taipei. Sept. 11-15. The market for EDP equipment and systems expanded by 19 percent between 1976 and 1977, and is expected to increase to US$78.8 million in 1981, representing an average annual growth rate of 21 percent over the next four years. Imports supply virtually 98 percent of this need, with U.S. firms enjoying an estimated 70 percent market share in 1977; this share is expected to hold steady through 1981. Present EDP population is believed to be about 100 large/medium/small frames (capacity near 10,500 kilo bits) operated primarily by the government, in addition to over 200 mini-computers and microprocessors. U.S. peripherals producers should be alert to take advantage of the expected doubling of sales in this field by 1981 from the US$9 million in 1977. Exceptional opportunities exist for sales of Chinese mandarin character I/O devices and other interface units, as well as for pre-packaged software programs designed to permit owners of EDP equipment to achieve greater flexibility and increased utilization of present hardware. Dave Horridge, 202-377-4961 or 5401.

Arctic Oil Seminar Exhibit. U.S. Commercial Office, Moscow. Sept. 11-15. The U.S. Commercial Office in Moscow is working closely with the Soviet Ministry of Oil. Call Jim Robb, 202-377-4810.

Australia's International Engineering Exhibition. Sydney. Sept. 11-16. Under the aegis of the U.S. International Marketing Center in Sydney, the American Pavilion in AIEE will feature 5 product categories: CAD/CAM equipment, machine tools and metalworking equipment, process control instruments, pumps, valves and compressors, and industrial hand power tools. AIEE, "engineered to sell," is the largest event of its kind in the Southern Hemisphere and draws exhibitors and visitors from around the globe. Robert McLaughlin, 202-377-4957.

Process Controls Catalog Exhibition at "ILMAC '78." Basel. Sept. 12-16. Increased emphasis on modernization and automation in Switzerland has created a market for process controls estimated at $270-$300 million per year. The U.S. share of this market is approximately $50-$60 million. Sales of process controls are expected to grow 3-6 percent annually as the Swiss economy continues to improve. Electronic process controls have the best sales potential. Major investments are planned in: automatic process control systems, related data acquisition instruments and transmission devices, advanced instruments and components, and indicating, recording, and monitoring devices. U.S. suppliers of process controls should find an interesting and sophisticated market for their products in Switzerland. Catalog Exhibitions, 202-377-3973.

Advanced Medical, Surgical and Dental Equipment—Brno International Engineering Fair. Sept. 13-21. Czechoslovakia plans to upgrade the level of medical services to its general population through 1980. Advanced medical research equipment, examination and diagnostic instruments, blood and organ analysis instruments, sophisticated surgical equipment, advanced life support systems, and radiological diagnostic and treatment equipment all have potential. Tony Bilecky, 202-377-3376.

Communications Systems and Equipment Technical Sales Seminar. Poland, Hungary, and Yugoslavia. Sept. 18-30. These countries have indicated continuing intensive programs for modernizing and expanding communications networks and manufacturing capabilities for equipment. Advanced technology, including equipment and systems, must be imported from the West if plans for these programs are to be met. Telephone exchange equipment, microwave transmission equipment and advanced cable making technologies based on fully automated production lines are expected to be among items imported. Dick Bell, 202-377-5163.

Textile Machinery and Equipment Exhibition. U.S. Trade Center, Mexico City. Sept. 19-22. The Mexican demand for textile machinery will rise from $86.7 million in 1977 to an estimated $155.9 million in 1982. There is no domestic production of textile machinery in Mexico. U.S. manufacturers currently supply 16.9 percent of Mexican imports. The competitiveness of U.S. equipment prices, previously heavily drubbed by the Peso devaluation, has recuperated sufficiently through the recent revaluation of the major competitive currencies. Equipment most in demand by Mexico's textile industry includes ring-type spinning and twisting machinery, stretch-break equipment, high-pressure yarn dyers, spoolers, sizing machinery, non-rapier looms, sweater strip machinery, continuous bleaching equipment, jet dryers, nappers, fiber lockers, fabric and yarn washing, roller-cutters and jacquard knitting machinery. Call Hans J. Amrhein, 202-377-2332/2995.

Health Care and Medical Equipment Catalog Exhibition. Vienna, at "Krankenhaus '78." Sept. 19-22. Austria is almost completely dependent upon imports for its biomedical equipment. Imports of this equipment nearly doubled between 1973 and 1975, rising from $19 million to over $36 million. The U.S. share of the market rose from $1 million to $3 million during the same period. In 1977, the ministry responsible for Austria's national health plan had an estimated budget of $109 million, which provides for the establishment of new and the reorganization of existing health care facilities. The responsible buying authorities intend to purchase the most up-to-date equipment for installation in the new hospitals. This should increase the demand for sophisticated equipment from U.S. suppliers. Catalog Exhibitions, 202-377-3973.

Aquatech '78—Water Technology Equipment. Amsterdam. Sept. 19-23. Recently completed market research indicates that the Netherlands is an excellent market for American water technology equipment. Dutch expenditures on this equipment reached $60 million in 1977 and are forecast to surpass $100 million in 1981. Imports in 1977 were estimated at $16.5 million, up from $11.5 million in 1975. Continued growth is anticipated, with imports valued at $27 million forecast for 1981. Imports from the United States represented 17 percent ($2.8 million) of the Netherlands' total imports of these products in 1977. With sales of American equipment to the Netherlands projected to be $4.6 million in 1981, this is a must exhibition for growth-oriented U.S. manufacturers and distributors. Contact Helen Burroughs, 202-377-4941.

Business and Office Equipment and Systems Exhibition. U.S. Trade Center, Milan. Sept. 24-29. Will be held at same time as SMAU, Italian Business and Office Equipment Trade Fair. Exhibitors in the Trade Center Exhibition will capitalize on the estimated attendance of 30,000 trade visitors at the SMAU event on the adjacent Milan Fairgrounds. The Italian market for business and office equipment is projected to grow from $304 million in 1977 to over $500 million in 1982, an annual growth rate of some 11 percent. The U.S. exhibit will feature all types of business equipment, including electronic calculators, copying and duplicating equipment, electronic accounting machines, micro and mini-computers, microfilm equipment, paper handling equipment, bank proof and encoding machines, letter handling and mailing machines, and word processing systems, all of which have been identified as having high sales potential in Italy. Marcia Griffin, 202-377-4975.

Building Products, Materials, Systems and Equipment Exhibition. U.S. Trade Center, Tokyo. Sept. 25-29. Building and construction products in Japan in 1976 represented a $37 billion market. The forecast for 1980 is $54 billion. Imports for 1980 are expected to reach $1 billion, of which the U.S. share is estimated at over $300 million or about 30 percent. New construction for 1976 was 2.3 million units valued at $79 billion, and is expected to increase to 3.1 million units at an estimated value of $110 billion by 1980. Market summary and basic research available. Robert Levine, 202-377-4379.

Materials Handling Specialized Trade Mission to Malaysia and Thailand. Sept. 25-30. During the three-year period 1979-81 combined purchases of materials handling equipment by public and private sectors in Malaysia and Thailand are expected to total at least $210 million. In Malaysia, the economy has made impressive gains over the past few years and planned expansions of the ports and airfields augur well for U.S. sales of materials handling equipment. Thailand's Fourth Five-Year Plan, 1977-81, projects a growth rate of 7 percent annually and requires a total investment of about $31 billion. Major project plans in that country envision ambitious development of basic facilities to process raw materials. This will not only require extensive use of materials handling in itself, but will generate expanded port and transportation facilities. Imports will have to satisfy about 95 percent of demand in both countries. Craig Atkins, 202-377-4756.

Chemical/Petrochemical Processing Equipment Catalog Exhibition. Antwerp and

Brussels. October. In 1976 the United States supplied 50 percent of equipment used by the Belgian chemical and petrochemical industry. Slightly less than $279 million is projected for investment in the Belgian chemical sector in 1978. Sales increases of about 10 percent annually in this sector are predicted for the next five years. Belgian exports of chemical and petrochemical products totaled $4,400 million in 1975, and domestic sales totaled $1,107 million. The best short-term prospects for increased U.S. exports are in the area of maintenance equipment and replacements for pumps, valves, fittings, measuring and control devices. Catalog Exhibitions, 202-377-3973.

Meat and Dairy Processing and Packaging Equipment and Technology Technical Sales Seminar. Poland, Bulgaria, Yugoslavia, Hungary. Oct. 2-17. These four countries are planning significant growth in meat and dairy production in order to fulfill increasing consumer demands and meet export expansion commitments. New western technology and equipment to make the meat and dairy production more efficient is mandatory if they are to meet their objectives. Officials from these countries have expressed specific interest in breeding technology, deboning, waste disposal and reprocessing, canning and labeling equipment and technology, equipment and technology for egg processing, feed mold inhibitors, protein recovery systems and broiler production, dairy packaging, sterilization and milking equipment and technology, enzyme, hard cheese, rennett and butter production technology and ice cream and yogurt production equipment and technology. Call Nancy Rinehart, 202-377-2801.

Nuclear Industry Exhibition, NUCLEX 78. Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. Encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. George Ruffner, 202-377-4384.

Bucharest International Fair—Industrial Electronics and Instrumentation. Oct. 5-14. Romania's premier international trade fair will provide U.S. manufacturers of industrial electronics and instrumentation an opportunity to penetrate or expand in a growing market. The Romanians are planning to invest between 920 and 960 billion lei ($76.6-80.0 billion) in the national economy from 1976 to 1980, with two-thirds assigned to industry. Machine-building is designated as one of the most important industrial branches. Within the machine-building industry, the share of output of electrical engineering and the electronics industry is expected to reach over 20 percent by 1980. These goals, together with commitments to further expand U.S.-Romanian trade, made during the fourth session of the Joint American-Romanian Economic Commission in November 1977, add up to a bright outlook for sales of American industrial electronics and instruments. Mike Frisby, 202-377-5186.

Business Equipment and Systems Catalog Exhibition at "Efficiency Beurs." Amsterdam. Oct. 10-18. Total business equipment imports into the Netherlands were $179 million in 1974, and are expected to increase at an average rate of 9 percent annually to exceed $280 million in 1979. The U.S. supplied over 12 percent of this market and should continue to do so through 1979. Dutch business requirements are largely satisfied by imports; domestic production is mostly designated for export. The Netherlands also serves as a major trading and shipping post and reexports large quantities of business equipment. "Efficiency Beurs" is a major European biennial exhibition of office and electronic data processing equipment, which in 1976 attracted more than 100,000 people. Best prospects include electronic accounting and banking machines, calculators, automatic typewriters and microfilm equipment. Catalog Exhibitions, 202-377-3973.

Nauka '78. Exhibition for Scientific and Laboratory Instruments. Moscow. Oct. 12-23. The $390 million USSR market for scientific and laboratory instruments is expected to grow 6 percent in 1978. Soviet purchasing authorities have specific interest in cryogenic devices and instruments for physical-chemical research. Dick Bell, 202-377-5163.

Paris Air Show

The U.S. Department of Commerce will again sponsor a U.S. Pavilion at the 33rd Paris Air Show—le Salon International de l'Aeronautique et de l'Espace—June 9-17, 1979, at le Bourget Airport, Paris. The Paris Air Show is internationally accepted as the most prestigious event for the international aerospace industry. The 1977 show drew visitors from 108 countries, with total attendance of nearly 470,000, of which approximately 86,000 were trade visitors.

For information contact: H. L. Kirchschlager, U.S. Department of Commerce, Office of International Marketing, Room 6318, Washington, D.C. 20230; tel. 202-377-4104.

Lasers and Electro-Optical Equipment Exhibition. U.S. Trade Center, Tokyo. Oct. 23-27. Statistics obtained through various trade sources show that the Japanese market for lasers, electron microscopes, stereoscopic microscopes and analytical instruments expanded from $97 million in 1975 to $168 million in 1977. The average annual rate of growth over the two-year period 1975-77 was 25.5 percent on a Japanese yen basis. By 1982, the market is projected to reach $270 million, based on a 10 percent annual growth rate from 1977. Mara Yachnin, 202-377-4383.

Plastics Seminar/Exhibit. U.S. Commercial Office, Moscow, Oct. 23-27, and Leningrad, Oct. 30-Nov. 3. The current Soviet Five-Year Plan calls for increased use of plastics to raise quality of production and meet increasing consumer demand. Call Jim Robb, 202-377-4810.

Electronic Components and Assemblies Catalog Exhibition at "Fiarex '78". Amsterdam. Oct. 30-Nov. 2. In 1976, Dutch manufacturers of electronic equipment spent $627 million on electronic components and assemblies—a dramatic 30 percent annual growth in expenditures since 1973. Dutch imports of electronic components and assemblies have been substantial and have supplied a large portion of domestic needs and also provided stock for export to other European countries. By 1980, Dutch firms are expected to import over $1.1 billion of this equipment. American component manufacturers are expected to gain an increased share of this growing import market. Catalog Exhibitions, 202-377-3973.

Pollution Control Equipment and Instruments—Antinquinamento 78, International Pollution Control Fair. Milan Fairgrounds. Oct. 31-Nov. 4. Antinquinamento is a biennial fair which attracts a truly international audience. The 1976 fair drew over 15,000 visitors from 42 countries. The Italian market for pollution control equipment and instrumentation is projected to increase by 55 percent through 1982. Contact Bill McClure, 202-377-4605.

Electronic Production and Test Equipment Exhibition. U.S. Trade Center, Sao Paulo. Nov. 6-10. The growing importance of Brazil's electronics industry is creating a strong rise in demand for equipment and special materials for electronic components production. Continuing demand for electronic consumer products and government efforts to stimulate domestic components production should raise sales to over $57 million in 1980. American suppliers are expected to make new inroads, increasing their import market share to 40 percent in 1980, as imports of test instrumentation and special materials for electronic components advance. Domestic production of equipment and materials in Brazil is forecast to expand rapidly; however, local producers are not expected to keep pace with demand. Imports, which reached $25 million in 1976, are expected to rise to $45 million in 1980. Sales of U.S.-origin equipment are forecast to reach $18 million a year by the end of the decade. Annette V. Napper, 202-377-5427.

U.S. Hospital & Medical Equipment Catalog Exhibition. Thailand, Singapore. Nov. 6-11. The total market for hospital and medical equipment in Thailand was estimated at $23.5 million in 1977. This market is supplied almost completely by imports. There are 19 projects remaining under the 1977-81 Thai public health plan that will cost more than $943 million. The modernization of Singapore's hospital and medical facilities that began in 1972 is expected to continue until 1982. During the next five years, the medical equipment market is projected to rise as two major hospital construction projects are completed. Annual purchases should increase to $6.4 million annually by 1979. Two other hospital projects are planned in the early 1980's that should keep up the demand for medical equipment. Best prospects for U.S. sales in these markets will be in sophisticated and specialized medical equipment. Catalog Exhibitions, 202-377-3973.

Quality Control & Materials Test Instruments & Equipment. U.S. Trade Center, Mexico City. Nov. 7-10. Mexico imports most of the quality control & test instruments and related equipment it needs. In 1976, over $36 million worth of instruments were imported, with the United States the leading supplier, accounting for 72 percent of all quality control & materials test instruments. Purchases are forecast to grow at an annual rate of about 16 percent during the next several years. Due to the

lack of quality control in Mexican industry and the continual need for higher quality Mexican products, this is the Mexican industry's area of greatest interest and need. Contact Country Marketing Manager—Mexico, 202-377-4463.

Electronica '78. Munich Fairgrounds. Nov. 9-15. This international trade fair for electronic components and assemblies, held every two years, is considered to be the world's largest and most important event in the field of electronics. The German market alone for electronic components is forecast to reach nearly $3 billion in 1980. Sales reached an impressive $2.2 billion in 1976 and are predicted to grow an average 7 percent annually through the remainder of the decade. U.S. manufacturers account for the largest share of the import market, supplying about 20 percent of imported components. Don Schmadel, 202-377-2920.

Computers and Related Equipment Exhibition. U.S. Trade Center, Tokyo. Nov. 13-17. U.S. manufacturers of computers and related equipment are invited to participate on a first-come first-served basis. The Japanese market for this equipment is forecast to expand at an average annual rate of 13 percent from $2.8 billion in 1977 to $5 billion in 1982. In 1977 the U.S. share of Japanese imports was $269 million. By 1982 it is expected to reach $500 million or 59 percent of all computers and related equipment imported by Japan in that year. The product theme for the exhibition includes general purpose mainframes plus compatible CPU's, mini-computers, microcomputers, memory and solid state subsystems, input-output equipment, special purpose terminals, data communication/data entry equipment, parts and accessories, services and software, DBMS, IMS and other applications. Robert Levine, 202-377-4379.

Communications Equipment and Systems Trade Mission to India. Nov. 15-30. The Government of India plans to invest approximately $2 billion to modernize the communications network in the country. India expects to import communications equipment and systems valued at about $367 million during the 1978-80 period, compared to $106 million of imports in the prior three years. The government indicates that 80 percent of the equipment to be imported by India in the next three or four years is in the new technology area and is primarily produced by U.S. companies. The expanding Indian market for communication equipment will provide excellent sales and joint venture opportunities for U.S. suppliers. Geoffrey Walser, 202-377-2973/4.

Food Processing Seminar Exhibit. U.S. Commercial Office, Moscow, Nov. 27-Dec. 1, and Kiev, Dec. 4-8. The U.S. Commercial Office is working closely with the Soviet and Ukrainian ministries in charge of food processing; the Ukrainian Ministries of Meat and Dairy and Food Industry have given the Commercial Office a list of equipment and processes that they want to have promoted at this event, the first to be held in the breadbasket of the Soviet Union. Jim Robb, 202-377-4810.

PAK-TEK '78—Packaging and Printing Machinery, Equipment and Supplies. Copenhagen. Dec. 5-9. The Scandinavian market for packaging machinery and related printing equipment and supplies is projected to grow rapidly during the next several years. The use of packaging in Denmark, Sweden, Norway and Finland is as highly developed as it is in the United States. By 1981 the market for packaging machinery in Sweden and Denmark alone is expected to reach $80 million. The food processing and beverage industries in these countries continue to modernize and employ advanced techniques to reduce loss and spoilage, improve efficiency, and minimize the impact of rising labor costs. The packaging of non-food products such as cosmetics and household items is also a growth area, providing opportunities for suppliers of packaging machinery and related equipment. The PAK-TEK Exhibition is held once every three years. It attracts an audience from throughout Scandinavia interested in seeing what new developments have taken place in the packaging industry. PAK-TEK '75, drew 10,705 registered buyers to see the 300 exhibitors from 19 countries. PAK-TEK '78 will be even larger. For the first time, the U.S. Department of Commerce will sponsor a U.S. pavilion at PAK-TEK. It will be promoted to a select group of buyers, agents and distributors. William Beiring, 202-377-3276.

Metrology and Light Machine Tool Exhibition. U.S. Trade Center, Sao Paulo. Jan. 15-19. Brazil represents one of the best markets for U.S. exports of metrology and light machine tool equipment. For further details, contact Beryl Cohen, 202-377-5427.

Hospital and Medical Equipment Catalog Exhibition. India (four cities). Jan. 15-31. A dramatic improvement in India's foreign exchange position has allowed restrictions on the imports of hospital and medical equipment to be lifted. This equipment may now be imported freely within specified limits. Imports of medical equipment were $9.3 million in 1975 and are expected to increase to $13 million this year. It is anticipated that they will rise at least 10 percent annually for the next few years. Due to end-user preference for American equipment, U.S. firms should be able to retain their 30 percent share of this import market. U.S. medical equipment is very popular in India, because of its technological advantages, durability, and performance. There is a good potential for sales of equipment which involve the latest technology and procedures. Catalog Exhibitions, 202-377-3973.

Licensing, Investment Abroad

1522, 6552, 7011 — SAUDI ARABIA — American hotel management partner sought to build hotels in Saudi Arabia and Yemen. Firm also interested in **construction of buildings and in real estate development.** Firm currently involved in construction and building materials field. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. WTDR. P-78327. OPIC.

2046—BELGIUM—Company seeks licensing or joint venture arrangement to obtain technology to build plants outside U.S. and Europe for production of **high fructose corn syrup.** Firm manages engineering contracts for sugar plants, fertilizer plants, glass factories. Marcel Meuret, Dir. Gen., ABR, s.a., 23, Ave. de l'Astronomie, B-1030 Brussels. Telephone, 02-218-61-70. P-78328.

2052—NIGERIA—Group of Nigerian businessmen and Oyo State Government seek U. S. company to provide technical and managerial assistance for setting up plant to **produce biscuits and crackers.** U.S. firm would hold 10% equity. Technical and managerial contracts negotiable. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78351. OPIC.

2082, 2084 — AFGHANISTAN — Government seeks foreign investors to construct and operate **three breweries and three wineries.** Majority of products would be exported to USSR and Iran. Additional information available from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78452. OPIC.

2211, 2221—BELGIUM—Producer of cut and uncut **jacquard tapestry for upholstery industry** seeks licenses to make products which would tie in with its present program. Firm produces top quality fabrics in modern plants using face-to-face jacquard looms. Does no silk or satin weaving. Kr. Jan Maertens, Dir. Gen., Algemene Fluweelweverij n.v., Staagemsteenweg 59, 8500 Kortrijk. Telephone, 056/21 23 51; telex, 85366. P-78329.

2300 — BELGIUM — Manufacturer of household fabrics and polyester leisure wear seeks licenses to produce other types of **leisure wear.** Company employs 450, exports throughout EEC. R. Verbeke, Mng. Dir., Solintex, Heulsesteenweg 79, 8500 Kortrijk. Telephone, 056/35 48 85; telex, 85367. P-78330.

2512—BELGIUM—Well established company seeks licensing arrangement to produce **reclining chairs and other upholstered wood household furniture such as chaise lounges.** Firm currently produces reclining chairs for Benelux and German markets. Had sales of $2.5 million in 1977. Employs 80. Van Raas, Mgr.-Owner, Varam N.V., Iepersestraat 172, B-8600 Menen. Telephone, 056/51.13.75. P-78331.

2599—AUSTRALIA—Seeks licensing arrangement for manufacture of **stainless steel hospital equipment,** e.g., **beds, chairs, gurneys, wheelchairs, bed tables, food handling equipment.** Firm is well established office and household furniture manufacturer with excess stainless steel welding capacity. John Sheppard, Sales Mgr., Kalindale Products Pty. Ltd., 100 Musgrave Road, Coopers Plains, Queensland, 4108. P-78332.

2621—INDONESIA—Seeks joint venture to establish plant to produce paper from **sugar bagasse.** Estimated capacity, 100 tons per day; adequate supply of raw material. Firm currently imports printing equipment, other products. A. J. R. Usmany, The Golden Web Ltd., P.O. Box 293, KBY, JL. Letjen Haryono M.T. 22, Jakarata. Telephone, 883465; telex, 463969. WTDR. P-78333. OPIC.

2631—FINLAND—Finnish management and engineering consultant firm seeks on behalf of South American client joint venture to establish **box board mill.** U.S. firm would provide full range of technical know-how and share in management. Technical expertise would cover most stages of project including feasibility

study, process design, engineering, construction supervision, training of personnel and start up and running of plant. Proposed facility will produce coated and uncoated board at rate of about 150 metric tons daily using waste and imported pulp as raw material. For further details write: Orhan Bayaz, Mng. Dir., Northern Technologies Oy, Pohjoisesplanadi 27 C, SF-00100 Helskinki 10. P-78372.

2821, 2822, 2834, 2899—FRANCE—Seeks licenses to manufacture following: **sodium, sodium compounds; chemical catalytic preparations; thermoplastic and thermosetting resins and plastic materials; synthetic rubber and elastomers; antibiotics; industrial, household soaps and detergents; paints and allied products** (oil, water types, lacquers, finishes, acrylic putty and allied products, miscellaneous paints); **pesticides, other agricultural chemicals; insecticides, herbicides, fungicides; synthetic resins and rubber adhesives; caulking compounds, sealants; fireworks, pyrotechnics; antifreeze preparations; automotive chemicals; concrete curing and floor hardening materials; drilling mud materials; thinners; thickeners, purifiers; foundry chemical supplies; household tints, dyes; insulation products (heat, electrical, others), metal treating compounds, swimming pool chemical preparations; boiler compounds; embalming chemicals; vitreous enamel; plating compounds; industrial specialties.** Firm is subsidiary of Air Liquide Group which has annual sales of $91.2 million. Subsidiary, which employs 962, manufactures chemical products, has engineering department for installation of chemical plants. Miss Bigot, Societe Chimique de la Grande Paroisse, 8 Rue Cognacq Jay, 75007 Paris. Telex: CGPAL 260 872F; telephone, 555-4430. P-78353.

2842, 2844—BELGIUM—Seeks licenses to make **products that utilize aerosol containers,** especially items that would fill out its line of plant and animal care products, household items, cosmetics and personal care products. Firm employs 150; 1977 sales, $7 million. Founded 25 years ago. Sells its products on a worldwide basis. Mr. Van Overstraeten, Mng. Dir., Prod. Dept., N. V. Volcke Group, Industrielaan 15, B-8720 Kuurne. Telephone, 056/35.16. 73; telex, 85796. P-78354.

2843—ITALY—Seeks licenses to produce **anti-rust oils, lamination oils and metal-cutting emulsionable oils.** Fourteen years old, firm specializes in manufacture of special purpose oils for metalworking industry, and wishes to expand its product line. Has 50 employees, sells to leading firms such as Fiat, Olivetti, Pirelli. Aldo Zunino, Gen. Mgr., Olimete, S.p.A., Via Varallo 18, 10153 Torino. Phone, 011/838181; telex, 23525 OLIMETE. WTDR. P-78356.

2851—GERMANY—Seeks to exchange licenses, technology and know-how with U.S. manufacturers of **building supplies, filling compounds, tinting colors.** Founded 1878, firm makes these products, wishes to expand its line. Has 120 employees, annual sales of $7.5 million. Guenther Graefe, Exportleiter, Lackfabrik P.A. Jansen, Hochstadenstr. 12, 5483 Ahrweiler. Telephone, 02641-3397; telex, 861-843. P-78359.

2851, 2891—GERMANY—Seeks licenses to manufacture **plastic putties, sealants and related products for building industry.** Founded 1925, firm employs 33; annual sales, $1.4 million. Makes putties for construction industry. Bernd Pieper, Thuermer Kittfabrik Gustav Thoerner GmbH, Postfach 4165, D-4500 Osnabrueck. Telephone, 05405/3500. P-78334.

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

3272—AUSTRALIA—Large firm desires to contact American companies to examine methods, equipment, techniques currently being used in manufacture of all **precast concrete products,** except those related to structural or architectural buildings. Firm would like to obtain licenses for products or services involving precast concrete, particularly if they involve systems for pollution control. Representative of company planning to visit U.S. in early July. Interested companies should contact Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, as soon as possible. P-78361.

3291, 3589—GERMANY—Seeks licenses, technology in following areas: **water treatment systems including chlorine addition, measuring and metering techniques, pumping systems; grinding and abrasive techniques and systems, including abrasive materials and apparatus;** and **powdered and scintered metal material, processing and application techniques.** Also, German concern offers licensees from its own resources and those of associated firms. Guenter Scheerer, Ingenierubuero G. Scheerer, Bilzstr. 5, D-5438 Westerburg. Telephone: 02663-8783. P-78335.

3300—BELGIUM—Principal manufacturer of power and communications cables, seeks American licenses to manufacture **wire cloth and woven products, appliance wire and cord, and power wire and cable.** Firm has annual sales of $100 million, employs 2,000. Sells 80% of its current production in Belgium, remainder is exported. Jean Baudoux, Dep. Gen. Mgr., Cablerie de Charleroi (CDC), BP 72, B-6000 Charleroi, Telephone, 071/36.21.20; telex, 51300 CABCDC B. P-78362.

3429—KOREA—Firm producing door hardware seeks advanced technology and equipment for producing quality **door handles and locks.** Wants to expand its product line to meet great demand by domestic and overseas construction companies. Established 1972, company employs 250; sales in 1977, about $2 million. Overseas Products and Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78336. OPIC.

3433 — GERMANY — Seeks licensing arrangement for manufacture of **oil and gas burners.** Company has been manufacturer of oil and gas burners for 20 years. Frau Hosse-Herrmann, Herrmann KG, Oel-u. Gasbrenner, Liststr. 8, D-7050 Waiblingen-Neustadt. Telephone, 07151/81055; telex, 07-245874. WTDR. P-78364.

3443 — GERMANY — Seeks to exchange technology in **solar energy.** Currently, specializes in manufacture of metal construction systems. Employs 18, has worked on development of solar collectors. Helmut Englehorn, Mgr., Solar Energie Technik GmbH, Postfach 49, 6831 Neulussheim. Telephone: 06205/31478. WTDR. P-78337.

3533—BELGIUM—Important manufacturer of wide range of products in metalworking and mechanical field seeks licenses to produce **drilling equipment and drying kilns.** Firm believes that good market exists for these products. Has 1,750 employees and necessary production facilities. Jacques Dryon, Production Dir., SODEMECA, Quai des Vennes 1, B-4020 Liege. Telephone: 041/43.91.09. P-78338.

3533—NORWAY—Seeks licensing and/or representation agreements to produce and distribute equipment to **offshore oil/gas and heavy industry.** Firm specializes in engineering projects for heavy industry, especially offshore and petrochemical activities. Also provides maintenance and repair service for equipment on ships; and makes heating coil systems for crude oil. Employs 500. Is member of Aker Group, Norway's largest employer. Group has extensive technical, mechanical and economic resources. Jan R. Halstvedt, Div. Mgr., Norsco Services A/S, Munkedamsveien 53B, Oslo 2. Telex: 18373. P-78355.

3541—GERMANY—Medium sized manufacturer of machine tools seeks license to produce **numerically controlled automatic lathes.** Firm employs 450, operates marketing outlets in all major industrialized countries. Founded 1856, good reputation. Kurt Mueller, Sales and Mktng. Mgr., J. G. Weisser Soehne, Postf. 33, D-7742 St. Georgen. Telephone, 07724/571; telex, 07-92416. WTDR. P-78339.

3559—CANADA—Producer of **custom machinery seeks to manufacture comparable machinery and equipment** under license or contract for distribution in Canada and other markets. Firm currently makes automated welding systems, automated strapping systems, machinery for steel industry, hydraulic shears, food industry equipment and packaging machinery. Company employs around 35 in 16,000 sq. ft. plant. It will consider all requests related to producing equipment for any industry. Firm's officers are experienced in machinery and processing industries. Plant is equipped with boring, milling and welding machines, plastics division and electrical department. Michael Smith, Pres., Sutherland Customs Machines Ltd., 293 Rayette Road, Concord, Ontario L4K 1B1. Telephone: 416-669-2335. P-78340.

3559—GERMANY — Firm specializing in manufacture of **paper and candy producing machinery** is interested in cross licensing agreements. Seeks newly developed U.S. technology in following areas: **machinery for producing envelopes, covers for phonograph records, bags, mailing envelopes, table napkins, tissues, diapers and sanitary napkins; equipment for making chocolate bars and gum drops in shape of animals.** Also, German concern offers its machinery line for production in U.S. Established 1913, employs 1,200. Doderer-Winkler, Winkler & Duennebier GmbH KG, Postfach 2340, D-5450 Neuwied 1. Telephone: 02631-841; telex, 08 67 843. P-78341.

3559—GERMANY — Precision machinery firm seeks to perform on contractual basis production, parts assembly, servicing, maintenance and repair for American manufacturers of **special machinery.** Has been successful in contracting for machinery in following areas: packaging, filling and mixing of solids and liquids for foodstuff and chemical industries; offset printing presses; and production machinery for rubber, tire, textile, glass, tool industries. Is also prepared to assist in development of European distribution network for these products. Company has staff of 100 trained engineers and technicians. Ludwig Walter, Mng. Dir., Walter Maschinenbau GmbH, Dieselstr. 13, 6451 Mainhausen-Main flingen. Telephone: 06182-3157. P-78357.

3561—GERMANY—Seeks to exchange licenses, technology and distribution rights with U.S. manufacturers in fields of **marine and yacht pumps, such as self priming, sewage, draining and bilge pumps, as well as pumps for water fountains and toilets.** Founded 1958, German concern is a leading producer of marine pumps and related products. Has staff of 26, exports to EEC and EFTA countries. Company has stressed that it wishes to deal with American firms only, and not with consultants or brokers. Rudolph Eichinger, Rheinstrom Pumpenfabrik K. H. Bertgen, Goebensiedlung 10, D-5400 Koblenz-Asterstein. Telephone: 0261-71037. P-78342.

3561—NORWAY—Seeks license, joint venture to manufacture **large heat pumping systems** for energy recovery from industrial processes, waste water streams, other heat sources. Systems should be oriented towards future concepts and demands. Firm has three divisions—marine, industrial, environmental systems. Employs 600, operates from new $40 million plant near Oslo. Is member of largest mechanical engineering group in Norway. Narve Hunsteid, V. Pres., Thune-Eureka A/S, P.O. Box 38, N-3401 Lier. P78343.

3572—KUWAIT—Seeks **agency** agreement to market **visual display units/keyboards with Arabic/English capacity.** Firm recently established subsidiary to enter computer sales and services market. Barrak Al Babtain, National Computer Services, Ltd., P. O. Box 766 Safat, Kuwait. Telex: BABTAIN 2272 KT; cable, BABTAIN; telephone, 443-578. Specifications available from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230. P-78371.

3573—NETHERLANDS — Seeks license and/or exclusive sales rights for **custom built equipment for graphic arts industry, addressing machines and other mail room and distribution equipment.** Firm primarily produces and exports mailing, letter handling, addressing machines, and parts and attachments for mailing machines. J. Koch, Mgr., Buhrs-Zaandam BV, P. O. Box 92, 1500 EB Zaandan. Telephone, 075-123155; telex, 14587. WTDR. P-78358.

3585—GERMANY—Is interested in exchange of know-how regarding **heat pumps for use in private residences.** Firm manufactures components incorporated in heat pumps and solar collectors. Founded 1963, employs 17. Helmut Genkinger, Mgr., Helmut Genkinger, Heimatstr. 11, D-7293 Pfalzgrafenweiler. Telephone: 07445/2583. WTDR. P-78344.

3589, 3955 — KUWAIT — Seeks agency agreements to market full line of **office equipment and stationery supplies.** Product interests include typewriters, photo copiers, calculators, duplicators, offset printing presses and binders. Also shredding machines, check printers, paper collators, map copiers, stencils, ribbons, other printing and office supplies. Interested U.S. firms should send catalogs, brochures, price lists to Abdul-Qader M. Banat, Commercial Mgr., Zaid Al Kazemi Sons Trading Co., P.O. Box 30 Safat, Kuwait. Telex, 2339 KT; telephone, 410644; cable, ALKAZEMI Kuwait. WTDR. P-78360.

3599—FRANCE — Manufacturer and importer of metal flexible tubing and bellows seeks licenses for production of **stainless steel and brass industrial bellows and flexible tubing.** Marketing area includes France, North Africa. Mr. Le Comte, Gen. Mgr., Flumetec, 128 Rue du General de Gaulle, 27100 Le Vaudreuil Ville Nouvelle. Telephone, 32-59-11-17; telex, 180 802. P-78369.

3600—KOREA — Large firm engaged in shipbuilding and other heavy industrial activities plans to diversify into **electronics and appliances field.** Seeks licenses and joint ventures with American firms to manufacture wide range of products, including **cathode ray tubes for color television, shadow masks for color television tubes, deck mechanisms for tape recorders and other electronic components.** Also **microwave ovens, refrigerators and household washing machines.** In addition, Korean company wants to produce **microprocessors and minicomputers.** Currently, concern operates large shipyard employing over 18,000. It is now building 40 vessels for overseas customers. Is also moving into production of heavy electrical equipment, marine diesel engines and locomotives. Annual sales, around $600 million. Firm has entered into licensing agreements with several major U.S. companies. B. S. Kim, Project Development Dept., Hyundai Heavy Industries Co., Ltd., 178, Sejong-Ro, Chongro-Ku, Seoul. Telephone, 74-0180; telex K28361 HDYARD. Further details are available from Overseas Product & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78345. OPIC.

3629—AUSTRALIA—Manufacturer of industrial and commercial steam boilers and hot water heaters seeks licenses for production of **electric steam boilers and heaters of both electrode and element type.** Firm exports to South East Asia, South Africa, Philippines, India, Middle East. Established 1930. Ralph P. Foster, Victorian Mgr., Maxitherm Boilers Pty. Ltd., 69 Korong Road, West Heidelberg, Victoria 3081. WTDR. P-78370.

3639—GERMANY—Seeks license to manufacture **residential garbage disposals.** Equipment should be compatible for operation with household plumbing systems. Established 1963, firm employs 20. H & E Clauberg, Kottendorferstr. 41-43, 5650 Solingen 11. P-78346.

3679—GERMANY—Seeks license to produce **electronic components** such as resistors, capacitors, potentiometers and ferrites. Firm presently manufactures and markets electronic components. Employs 20. Herr Reible, Mrg., Fritz Reible GmbH, Panoramastr. 38, D-7247 Sulz-Bergfelden. Telephone: 07454/2025. WTDR. P-78347.

3693—FRANCE — Manufacturer of electronic medical apparatus seeks license to produce **medical and dental X-ray and gamma ray equipment.** Founded 1948, firm employs 100, plus 15 salesmen. Well managed, good commercial reputation. Annual sales, about $6 million. Bod Gillespie, Commercial Mgr., Trophy-Radiologie S.A., 106 Rue De La Jarry, 94300 Vincennes. Telex: 211 693 F. P-78366.

3829, 3662—FRANCE—Firm seeks licensing agreement for the manufacture of **energy measuring and controlling equipment and traffic control systems.** Presently manufactures battery charges, electrical energy production equipment and traffic control systems. Established 1919; employs 280; enjoys good commercial reputation. M. Lamorlette, Pres. L'Electronique Des Vehicules Et De Reseaux S.A., 11 Rue Nouvelle France 93301 Aubervilliers. P-78368.

3843—GERMANY—Firm desires to expand its present production program and seeks licenses from American dental lab-

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States or against any United States person, and (b) to encourage and, in specified cases, to require United States persons engaged in the export of articles, materials, supplies, or information to refuse to take actions, including furnishing information or entering into or implementing agreements, which have the effect of furthering or supporting such restrictive trade practices or boycotts. Violators of U.S. anti-boycott law are subject to severe penalties including fine, imprisonment and revocation of export license privileges.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

oratories and/or manufacturers of new to German market **orthodontic and maxillary orthopedic instruments and devices.** Establish 1971. Kl.-E. Faerber, Lippe-Dental-Labor GmbH, Ostertor 2, 4920 Lemgo. P-78365.

3964—BELGIUM—Leading Belgian manufacturer of zippers seeks licensing arrangement for production of **zippers.** Firm exports 85% of its production to Common Market, Africa, Middle East. Its clients are shoe manufacturers, leatherware producers, wearing apparel manufacturers, camping item producers and upholstery manufacturers. Operates well equipped plant. Christiaen Dejagere, Mgr., Kroko p.v.b.a., Iepersestraat 13, 8500 Kortrijk. Telephone, 056/35 29 11; telex, 85 868. P-78367.

3999, 3069, 3879—FRANCE — Firm seeks licenses for production of **aeronautical safety equipment,** e.g. life rafts, life jackets. Established 1969; manufactures arresting barriers for aircraft, parachutes, balloons, life jackets, rafts, special clothing, electronic devices and medical diagnostic equipment. Employs 550. Jean-Pierre Fetu, Export Sales Mgr., Aerazur S.A., 58 Boulevard Gallieni, 92130 Issy-Les-Moulineaux. Telephone, 644-5070, telex, 270 887F. P-78373.

7011—ECUADOR—U.S. investors' financial assistance is wanted to enlarge medium-sized **hotel.** Ecuadorean organization will contribute 50% of the $2 million needed. Sr. Marcelo Terneus L., Av. Zmazonas 1361 & Colon, Quito. Telephone: 232-532. P-78348. OPIC.

7011—KOREA—Company seeks U.S. collaboration to **construct 20-story, 500-room hotel.** Company is family controlled and has managed well-known hotel since 1945. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78349. OPIC.

Egyptian Businessmen Seek Cold Storage Facilities

The American Consulate in Alexandria has reported the interest of several Egyptian businessmen in establishing **cold storage plants.** At present, there is a shortage of refrigerated warehouses in Egypt. To obtain a list of the interested Egyptian companies write: Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78350. OPIC.

Yugoslavia Entity Seeks U.S. Investment, Equipment

The Yugoslav Republic of Serbia is encouraging commercial relationships with foreign companies to stimulate its economic development. The Serbian Secretary of the Economy recently provided information about a variety of industrial projects which offer good prospects for U.S. firms to provide technology, services and equipment sales. Companies willing to enter into long term investment and reciprocal trade arrangements will find their competitive position enhanced. Planned projects include:

Petrochemical processing plant in connection with a new oil refinery scheduled to have an annual capacity of 3.5 million tons of crude oil; thermal power electrical energy systems equipment including large boilers, new types of switches, and transformers; shale oil extraction and coal gasification; processing of corn and potatoes into chemicals, flour and starches; production of acrylic monomers; manufacture of pharmaceutical raw materials, especially lactose from whey and glucose from corn hydrolysates; and acquisition of technology to expand production of pharmaceuticals.

In addition, three Serbian enterprises are particularly interested in collaborating with U.S. companies to undertake projects in third countries. Fields of interest include petrochemical processing, electric power systems and capital construction such as dams, hotels and airports. For further information, contact Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78363. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Dolls, dolls' apparel, Easter decoration articles. Company indicates preference for Alabama, Florida, Georgia, or South Carolina, but will discuss other sites. Helmut Engel, Firma Edmund Knoch, Puppenfabrik, D-8633 Roedental-Moenchroeden. File 3877.

Joint venture

AUSTRIA—Building panels, multipurpose, of wood or agricultural organic materials or residues, cement and small amount of chemicals, are resistant to fire, water, weather, termites, fungus, chemicals. Company interested in contacts with manufacturers of prefabricated houses, mobile homes. Company also interested in joint venture for production of **wooden doors and windows.** Dipl. Ing. Bernd M. Klein, FAMA Maschinenbau GmbH-Austria. Helenenstr. 37, P.O. Box 4, A-2500 Baden bei Wien. File 3878.

GERMANY—Condenser company will supply **semi-finished components** for assembly in U.S. Initial requirement of five workers including bookkeeper. Company plans subsequently to bring its production machinery to U.S. for full production, and expects to employ 200-250. Commercial Section, American Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. (Please refer to company's product for identification.) File 3879.

GERMANY—Water metering units. Potential U.S. partner should employ less than 1,000 persons. German company considering $1-2 million investment; provide technical managers; is prepared to train U.S. personnel in its German plant. Company wants assembling in U.S. initially, followed by full production. Commercial Section, American Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. (Please refer to company's product for identification.) File 3880.

GERMANY—Irrigation system. Incorporates coilable piping system with infinitely variable turbine drive and heavy-duty rain gun mounted on moveable base. Initially U.S. partner will primarily market and service the equipment, and subsequently manufacture it. Manfred Beinlich, Beinlich Maschinenfabrik, D-5441 Ulmen/Kr. Cochem. File 3881.

GERMANY—Clocks. Possible U.S. partners are manufacturers of record players, drive assemblies, or the like. Company gives preference to partner in New York, Indiana, Ohio, Kentucky, Illinois, Iowa. Commercial Section, American Con. Gen., Urbanstr. 7, D-7000 Stuttgart 1. File 3882.

GERMANY—Milling machines, hand-operated and numerically-controlled. Company founded in 1938, employs 250; is interested in 50/50 partnership venture in U.S. Hubert Hermle, Berthold Hermle KG, Indusriestr. 8, Postfach 1240, D-7209 Gosheim/Wuerttemberg. File 3883.

GERMANY — Reduction gears and all kinds of turned pieces made of metal and plastic, as well as **parts and accessories for heating systems,** e.g., ventilation valves, taps and thermometers. Dipl. Ing. Heinz Falke, Mgr., Berger Industriewerk KG, Postf. 40, D-7745 Schonach. File 3884.

GERMANY—Valves. Hydro-magnetic and control valves used in the gas heating industry. Firm has applied for patents in U.S. Gerhard Standke, Mgr., Gastechnic GmbH, Diamlerstr. 7, D-7541 Straubenhardt 1. File 3885.

Licensing

CANADA—Private parking gate offering means of reserving private parking spaces and preventing auto theft. This device, patented worldwide, has been successfully marketed in Europe since 1977. John Knight, Hans Denee International Corp. 683 Gladstone Dr., Woodstock, Ontario N4S 5S7. File 3886.

FRANCE—Tunneling and lining machine. This invention allows for positioning of lining in a tunnel in course of construction, without stopping excavation. U.S. Patent 3,972,200. M. Bruno Scarpi, Kerventec, Penthievre, St. Pierre de Quiberon. File 3887.

GERMANY—Prefabricated homes. Manufacturer of Streif design homes sold in Germany through Neckermann, largest mail order chain. Also will provide technical consultation and experienced personnel. Edwin E. Geussenhainer, Streif Consultants GmbH, D-5461 Vettelschoss ueber Linz/Rh. File 3888.

GERMANY—Garden chairs, arm chairs and shell seats, made of polymer in a variety of colors. Mr. Heitkamp, SULO Eisenwerk Streuber & Lohmann GmbH KG; Postfach 284; 4900 Herford. File 3889.

GERMANY—Water metering equipment. E. Wehrle GmbH, Obertalstr. 8, Postfach 8 D-7743 Furtwangen. File 3890.

GERMANY—Automatic bottle collection and deposit refunding machine. Automatically receives empty bottles and stores them in container and returns deposit. Eugen Schaeufele, Uhlandstr. 89 D-7302 Ostfildern 2 Nellingen, Stuttgart. File 3891.

GERMANY — Drives and torsion-elastic clutches, couplings both elastic and rigid, belt drives. Seeking small to medium sized U.S. company to manufacture under license. A. Breitbach Maschinenfabrik fur

Antriebe und Kupplungen, D-5600 Wuppertal 2, Wittener Str. 53. File 3892.

GERMANY—Sun drapes. Interior vertical sun protection blinds. Blind parts would be shipped from Germany. Firm would consider joint venture later. Berthold Haller KG, Postfach 86, D-7209 Aldingen. File 3893.

GERMANY—Mirrored cabinets for bathrooms. Firm will exhibit its products at the International Woodworking Machinery & Furniture Supply Fair, Louisville, Ky., Sept. 16-20. Seeks a licensing partner for production in U.S. Schock & Co. GmbH, Postfach 1540, Gmuender Str. 65, D-7060 Schorndorf. File 3894.

SWITZERLAND — Ice-cube-making machines with daily output of up to 660 lb., in various shapes. Roland L. Beusch, Mgr., Kibernetik AG, Bahnhofstr. 29, CH-9470 Buchs. File 3895.

SWITZERLAND—LUWA AG offers three light metal building products: **Aluminum alloy reef window shutter,** file 3896; **light metal venetian blinds** with fully adjustable pitch blades, file 3897; and **aluminum windows,** file 3898. E. Gruber, Mgr., LUWA AG, Lizenzabteilung, Aneomonenstr. 40, CH-8047 Zurich.

Cross-licensing

GERMANY—Ingenieurbuero G. Scheerer offers and seeks technology in: **Water treatment systems** including chlorine addition, measuring, and metering techniques, pumping systems and associated technology, file 3899; **grinding and abrasive techniques and systems,** including abrasive materials and apparatus, file 3900; and **powdered and scintered metal material, processing, and application techniques,** file 3901. Guenter Scheerer, Bilzstr. 5, D-5438 Westerburg.

GERMANY—Lackfabrik P. A. Jansen, manufacturer of varnishes, paints and special compounds, offers and seeks technology in: **Filling compounds,** file 3902; **building supplies,** file 3903; and **tinting colors.** File 3904.

GERMANY—Timers and switch clocks, relays and related items. P. Lanfer, Mgr., Paul Lanfer GmbH, Karlstr. 90, D-7220 Villingen-Schwenningen. File 3905.

GERMANY—Winkler & Duennebier GmbH KG offers specialized machinery for production of: **Paper products** such as envelopes, bags, napkins, tissues, diapers, file 3906; and **candy** such as chocolate bars and gum drops in shape of animals, file 3907. Doderer-Winkler, Postfach 2340, D-5450 Neuwied 1.

GERMANY—Engineering contracts in the plastic field for container and container installations, piping installations, chemical processing apparatus, ventilation plants, fittings and accessories. Company's products are included, added to, or built into complete plants for water treatment, for waste water, waste gas, and plants for ventilation. File 3908.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Pottery, related products

3261052-3—JAPAN—Vitreous china wash sinks & fixtures; glazed earthware wash sinks & fixtures. Estab. 1958. Paid-in capital, 5 million yen. Employs 7. Yearly sales, 230 million yen (about $1 million). Main banks-Daiichi Bank, Mitsui Bank, Saitama Bank. Distrib. of lumber. Plans to expand product lines. Reply to—Kazuo Hayashi, Mgr., S. Sakurai & Co., C/O Nitta Building, 8-2-1, Ginza, Tokyo 104. Cable SAKURALUM TOKYO; telex SAKURACO; tel. 03-571-3575.

Fabricated structural metal products

3443100 — TURKEY — Seydisehir Aluminum Works, subsidiary of state-owned Etibank, planning to procure heat exchanger for acid dilution, heat exchanger type reactor & pre-mixer for aluminum sulphate factory. Tech. specs available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Interested firms requested to contact Etibank Aluminyum Tesisleri, Grup Baskanligi, Seydisehir, Konya, Turkey. Refer to bid no. 234-300/135-6809. No bid deadline stated.

Engines, turbines

3511261, 3621800—MALAYSIA—Package A-Bersia — 3 Kaplan-type (adjustable blade propellors) vertical shaft hydraulic turbines, ea. rated 33,100 hp at 87 ft. net head, 197.5 rpm (complete with governor system). 2 draft tube bulk-head gates, opening size to be determined by mfr. with 6 sets embedded anchors & guides; 1 lifting bear; 2 sets dogging equip.; 1 gantry crane (span 11 ft.) & rails 25 short ton cap. to service draft tube gates. Package B-Kenering—3 Francis-type, vertical shaft hydraulic turbines, ea. rated 55,600 hp at 114 ft. net head, 136.5 rpm. 2 draft tube bulkhead gates (opening size to be determined by mfrs.) with 6 sets embedded anchors & guides; 1 lifting beam; 2 sets dogging equip.; 1 monorail hoist 25 short ton cap. to service draft tube gates. Package C-Bersia—3 hydro-eiectric generator units (synchronous, umbrella, indoor type) ea. 29.5 mva, c.m.r., 13.8 kv; 50 hz at 187.5 rpm operation, complete w/static excitation system, control metering & protective relaying. 1 electric overhead-travel single trolley powerhouse crane (span 45 ft.) for intermittent service. Main hook rating about 150 short tons with auxiliary hook rating about 25 short tons. Package D-Kenering—3 ac hydro-electric generator units (synchronous, umbrella, indoor type), ea. 50 mva, c.m.r., 13.8 kv, 50 hz, at 136.5 rpm operation complete with static excitation system, control metering & protective relaying. 1 electric overhead travel single trolley, powerhouse crane (span 53 ft.), intermittent serv. Main hook rating about 170 short tons, with auxiliary hook rating about 25 short tons. Tenders will be accepted for any combination packages A, B, C, & D, ea. package separately or all packages as 1 contract. Tenderers shall be mfrs. or consortia mfrs. items described. Full details mfrs. experience & financial competency must be forwarded with application to below address with copy to Project Engineer, Bersia & Kenering Hydro-Electric Project, 4th Fl., Natl. Electricity Board, 129 Jalan Bangsar, Kuala Lumpur, Malaysia. Tender docs. will be issued by Shawinigan Engineering Co. Ltd. Documentation fee US$250 (non-refundable). Payment of fee should be in intl. bank draft or money order, payable to Natl. Electricity Board, State of Malaya. Submit info. to—Project Mgr., Bersia & Kenering Hydro-Electric Proj., Shawinigan Engineering Co., Ltd., 620 Dorchester Blvd., West Montreal, Quebec, Canada H3B IN8. Bid deadline about Oct. 1.

Farm machinery

3523511—AFGHANISTAN — Four wheat thresher/combines. Tender specs. & copy draft supply contract must be obtained against payment of AFS. 1000 (approx. $25) from Afghan Seeds Co., P.O. Box 4010, Kabul, Afghanistan. Bid deadline June 20.

Construction, mining, materials handling machinery, equipment

3531137—YUGOSLAVIA—10 off-highway tractors for use in forestry work. Tractors must have following features—diesel engine 88 HP (or 90 HP), 4-wheel drive & built-in winches for logging. In addition must have protective cab for operator that conforms with Yugoslav safety regulations. 1 tractor has same specs. but with 120 HP. Bid should contain all commercial terms & conditions. Literature is requested. No further specs. provided but interested firms write to—Export-Import Div., Sipad Komerc, Marsala Tita 15, 71000 Sarajevo, Yugoslavia. Refer to SL-15/78. Bid deadline June 29.

3531207-210-420-451-710, 3621800-3100, 3694200, 3711237, 3713137-139-298, 3715255, 3751213—MALAGASY REPUBLIC—Sup-

ply of various equipment divided into 12 lots as follows: Lot 1—3 bulldozers, tracklaying type tractors; Lot 2—5 shovel, cable-operated, crawler-mounted equipped with draglines; Lot 3—4 dump trucks, single-axle, approx. 7 tons cap.; Lot 4—2 dump trucks, double-axle, approx. 7 tons cap.; Lot 5—1 tractor shovel-loader, wheel-type, frontend loader with 1 cu. meter bucket cap. & bulldozer blade; Lot 6—4 trucks, van, 1-ton cap.; Lot 7—16 motorcycles; Lot 8—4 trucks, all terrain; Lot 9—1 truck, trailer with double-axle; Lot 10—4 motor-generator sets with 4 battery charging generators; Lot 11—4 sets welding apparatus, electric; Lot 12—4 water tank trucks. Financed by African Dev. Fund (FAD—Fonds Africain De Developpement) & Madagascar Natl. Fund for Economic Dev. (FNDE). Bidding limited to members of African Dev. Fund & should conform to article no. 5 of bidding docs. Bid docs. must be obtained from below address, or Genie Rural, B.P. 1061, Nanisana, Antananarivo, Madagascar; African Dev. Fund Hqs., Boite Postale 1387, Abidjan, Ivory Coast; or Ministry Foreign Affairs of any country member of FAD. Firms may bid on all or individual Lots. Language corresp.—French. Bidding docs. containing particular specs. & tender procedure may be obtained at price of 15,000 FMG (approx. $67) & 20,000 FMG (approx. $89) for docs. mailed outside Madagascar. Payment should be made by crossed check to order of "Tresorier Principal D'Antananarivo." Refer to "Fourniture de Materiels a la Direction du Genie Rural, Madagascar Sur Financement FAD & FNDE". Obtain bid docs. from—Monsieur Le Directeur Du Genie Rural, Boite Postale 1061, Nanisana, Antananarivo, Madagascar. Bid deadline June 14.

3531407—EGYPT—Building & delivery 1 or 2 shearleg cranes with lifting cap. 500 tons (2 main hooks) & 300 tons (2 hooks at jib) with respective outreach of 15 m & respective heights under hooks 35 m & 50 m, & 4 deck tackles 350 tons ea. giving total cap. 1,400 tons. Pontoon propelled by 2 Voith Schneider propellers. Tender docs. must be purchased at below address by payment of U.S.$300 per copy prior to submitting offers. All offers must be submitted through registered commercial agents from public sector companies or from private sector. All offers must incl. provisional deposit 2 percent total value of offer. Bidders must also submit their prequalifications with their offer to authority. Obtain bid docs. from—Suez Canal Authority, Procurement Dept., Ismailia, Egypt. Bid deadline July 17.

Metalworking machinery

3541115—REPUBLIC OF CHINA—1 complete set heavy-duty floor-type horizontal boring & milling machine with travelling ram or other design with equal feature. Machine with its rotating & traversing work table shall be suitable for machining unwieldy, angular & stationary set-up components fast & accurate; spindle dia. not less than 160 mm; ram sect. not less than 400 mm x 400 mm; column travel not less than 11,000 mm; headstock travel not less than 4,000 mm; boring spindle travel not less than 1,000 mm; ram or head stock travel not less than 1,000 mm; total combined travel not less than 2,000 mm; spindle internal taper i.s.o. 50; width column bed 3 ways not less than 1,700 mm; height column bed not less than 450 mm; spindle speeds, infinitely variable approx. 1.6-1,000 rpm; base speed work spindle not more than 40 rpm; max. constant torque 1,100 kpm; feeds, for all axes, infinitely variable approx. 0.1-2,800 mm/min.; fixed positioning feeds to x & y axes (column & headstock travel) approx. 3/30/300/600 mm/min.; z & w axes (quill & spindle travel) approx. 3/30/300/3000 mm/min.; main spindle drive power (D.C.) not less than 50 kw. Bids limited to U.S. & free European countries for shipment to Kaohsiung (Taiwan Machinery Mfg. Corp.) within 5 months after receipt L/C. Bids to be given on c&f Kaohsiung/whole lot basis valid for 30 days. F.o.b. cost, ocean freight & independent inspection charge should be quoted separately. Expected purchase price will exceed $50,000. Invitation-to-bid & specs. must be obtained from Central Trust of China, Procurement Dept., 49 Wuchang St., Sec. 1, Taipei, Taiwan. Refer to bid no. GF4-670976. Bid deadline June 8.

Special industrial machinery

3551191, 3551358, 9921199—PAKISTAN—Milk processing & milk powder mfg. machinery & equip. for 2 plants. Egg dehydration machinery & equip. for 1 plant. Consultancy services for feasibility study incl. recommendation for machinery spec., its erection & trial running, etc. These projects are at proposal stage for which German loan is expected. Rough est. budget, liable to revision, for 2 milk processing plants is $12.1 million, & for eggs dehydration $1.5 million. As soon as allocation received, will float internatl. bid inquiries. Meanwhile, interested U.S. organizations may supply catalogs/brochures with exact specs. for these plants & registration as prospective bidders to Dr. Haleem-Ul Hasnain, Mng. Dir., Punjab Livestock, Dairy & Poultry Development Board, (PLDPDB), 22 F.C.C. Gulberg, Lahore, Pakistan.

3555000—LIBERIA—Liberian Dev. Corp. (LDC), govt. Liberia-owned corp., has been given responsibility for negotiating purchase, installation & training for complete govt.-owned printing facility to incl. both offset & letter press equip. Printing plant to be in place & operating by date of organization of African Unity Conference scheduled for June 1979. Plant equip. to be purchased by confirmed L/C. Financing available through LDC, though additional study will be given to possible financing assist. through Eximbank. Cost installed equip. est. roughly in excess of $400,000. Messrs. Wilson & Murray seeking to locate natl. distributors of printing equip. & supplies in U.S. who would be interested & capable providing quotes on entire plant package. Co. selected expected to arrange central purchase of any equip. needed which it does not distribute, as well as to provide consolidated services of shipping, installation & necessary equip. training in Liberia. Building to house equip. already acquired & contract under way to refurbish as required. Messrs. Wilson & Murray prepared travel to U.S. for final negotiations as soon as preliminary pro forma invoices received for equip. listed below. 3 pro forma invoices requested. Pro forma no. 1 should incl. following equip.: 1 two-color 25-in. offset press complete with spray gun, etc.; 1 two-unit web offset press 36 in. with newspaper & book folder (similar to goss community with sc folder); one 24 in. film processor with replenishing unit; 1 film drying cabinet; 1 nu-arc dark room sink with viewer for 20 x 24 in. trays; 1 nu-arc dark room sink with viewer for 14 in. trays; 1 nu-arc plate developing sink for 38 in. plates; 4 revolving doors, consolidated 200 ss; 1 paste up waxer; 4 model 360 AB Dick or equiv.; 1 auto mini-binder similar to Selby MK II; 1 Baldwin packing gauge; 1 nu-arc vissvi 8 viewers; 2 compugraphic model execu writer II. Separate pro forma invoice no. 2 should provide suggested list misc. equip. and prices for dark room & press room (for example, linen tester, etc.) to support package contained pro forma no. 1. Separate pro forma invoice no. 3 should incl. blankets (solna 124-125); 2 color 25 in. aurinna; goss community; plates; ink; film; developer; etc., as you may suggest. Following points emphasized—all quotations should be c.i.f. Monrovia, duty-free, incl. installation equip. & training personnel to operate equip. Suppliers free to quote on above specific models or equiv. of other mfrs. Cable submission pro forma no. 1 only requested ASAP. Submission pro formas 2 & 3 should receive 2nd priority & follow when completed. Quote on all items as only 1 supplier wanted. Supplier selected will have valuable privilege providing guided tours new printing facility to visiting African dignitaries during OAU conference. Could develop market opportunities in other African countries. Respond to—Liberian Development Corp., Attn. A. G. Murray, United Nations Dr., P.O. Box 9043, Monrovia. Tel. 22532; cable LEDEVCO.

Electric transmission, distrib. equip.

3612200, 9918104—INDIA—Supply & erection of following types transformers for World Bank-financed 2000 mw coal-based Singrauli super thermal power project at Shakti Nagar, Mirzapur district, Uttar Pradesh—2 station transformers, 19/25/31.5 mva, 132/6.9 kv, 3 phase onan/onaf/ofaf with onload tap changers; 6 unit transformers, 12/16 mva, 15.75/6.9 kv, 3 phase onan/onaf with off circuit tap changers; 2 circulating water system transformers, 19/25 mva, 132/6.9 kv, 3 phase, onan/onaf with off circuit tap changers; 1 colony supply transformer 9.5/12.5 mva, 132/11 kv, 3 phase, onan/onaf with off circuit tap changers. (Spec. no. CC-12-001D for items above.) Contractors intending to submit quotations should have past experience in designing, mfg., testing & installing transformers of 132 kv class, 16 mva cap.; transformers with on load tap changer; transformers with ofaf cooling which have been in successful commercial operation for at least 3 yrs. Tender docs. available for $60 from National Thermal Power Corp. Ltd., 11th Fl., Ashoka Estate, 24 Barakhamba Rd., New Delhi 110001, India. Telex ND-2266. Bid deadline June 15.

3612202—PANAMA—Supply & delivery 3 power transformers, 34.5 kv, to following substations—1 for Aguadulce substation, located about 110 air miles; 1 for Anton substation, located about 80 air miles; 1 for Concepcion substation, 285 miles from Panama City. Refer to IRHE bid no. 560-78. Bid deadline June 13. Transformers required for continuing expansion Panama's power system. Bid docs. & specs. can be reviewed at IRHE office. Complete set docs. obtainable for $20 from Arq. Edwin Fabrega, Dir. Gen., Instituto De Recursos Hiraulicos Y Electrificacion, P.O. Box 5285, Panama 5. Tel. 62-6222; telex 2239.

Electrical industrial apparatus

3621430, 3629200, 3612731—CYPRUS—Supply, delivery c.i.f. Limassol or Larnaca ports Cyprus following items—5 standby diesel alternator sets, 1 set to give continu-

ous nominal output in range 180-200 kva, 0.8 p.f. lag at 415v ac, 50hz, 3-phase, 4-wire. 2 sets ea. to give, preferably, continuous nominal output in range 50kva, 0.8 p.f. lag at 415v ac, 50hz, 3-phase, 4-wire. 1 set to give preferably, continuous nominal output 25kva, 0.8 p.f. lag at 415v ac, 50hz 3-phase, 4-wire, 1 set to give preferably, continuous nominal output 15 kva, 0.8 p.f. lag at 240v ac, 50hz, single-phase, 2-wire. Ea. engine should be 4-stroke & cycle, compression ignition diesel system, naturally aspirated or turbocharged, running speed less than 1,500 r.p.m. with class "A" fuel. Alternators should be drip-proof screen-protected mfrd. & tested to B.S. 26B. 2 identical battery floating sets with duplicated charging units equipped with voltage & current regulators, capable providing load current required to charge 630 A.H. battery system. Load current requirements—50A at—48v supply. Battery system—ordinary lead acid h.d. vehicle batteries 12 v. 210 A.H. Supply voltage—3-phase, 415 v. plus/minus 6 percent, 50 hz plus/minus 2 percent. 3 isolating transformers with output kva 50, insulation kv 100, & output wiring 3aph 4-wire. Input v. 3-phase 415 v. plus/minus 6 percent, 50hz plus/minus 2 percent. Output voltage 415 v. Transformers should be constructed & tested to comply with B.S. 171 (1970) requirements. Tender docs. available from below address for 6 Cyprus lbs. (U.S.$16) per set of 2 & must be obtained prior to submitting offers. U.S. Embassy Nicosia ready to provide additl. info. to interested firms & to deposit tender docs. for firms submitting bids at authority's tender box in Nicosia. Obtain bid docs. from—Geo. Papaioannou, Chief Engineer, Cyprus Telecommunications Authority, P.O. Box 4929, Nicosia, Cyprus. Refer to contract no. AT 5/78. Bid deadline June 9.

Radio, television receivers

3651103 — WEST GERMANY — Clock radios. Wholesaler/retailer of consumer electronics. Estab. 1974, 18 employees. Turnover DM 5 million. Reply to—Kurt Ritter, Mgr. (Retail), Helmut Bauer KG, Stegemannstrasse 23, 5400 Koblenz, Germany. Tel. 0261-15322.

Communications equipment

3661281, 3662114-5, 9912500-900—PAKISTAN—Turnkey project incl. complete design, mfr., supply, installation, trial operation, commissioning etc., of improved telecommunications network involving microwave backbone from Karachi to Islamabad (approx. 1,600 km), with fixed, mobile & portable VHF & UHF point to point system & data communication system 600-bands with control processing units. This is advance info. on upcoming project with est. total cost $40 million of which 50 percent would be foreign exchange component. (Reportedly World Bank has sanctioned $14 million & is being approached to provide remaining portion of foreign exchange part project.) N. J. Albertson & Associates, Walnut Creek, Calif. presently preparing spec. of work & expected to submit its report by June 30. Intl. bid invitation with deadline approx. 3 mo. expected during Aug. 1978. Job to be completed by June 1981 for trial run & for commissioning in Jan. 1982. Prospective bidders urged to send catalogs/brochures/tech. literature, etc. to M. H. Bhaur, Project Dir. (Telecommunication), Railway Board, Min. of Railways, Pakistan Rwy. Headquarters, Empress Rd., Lahore.

3662198—IVORY COAST—Supply & installation pulse code modulators (PCM). Med. cap. as well as radio electric & multiplex equip., pylons, spare parts, measuring equip., installation material. Operations will be for telephone switching systems; telegraph switching systems; transmission lines. Bid open to all member countries of IBRD & Switzerland. Bid docs. must be obtained at address below at cost of 100,000 francs CFA (about $400) prior to submitting offers. Check should be issued in name of Monsieur L'Agent Comptable De L'Office Des Postes et Telecommunications de Cote D'Ivoire, Abidjan. Financed by World Bank & Posts & Telecommunications. Est. cost bid between 1.5-2 billion francs CFA (about $8 million). Bids should be submitted in French. Obtain bid docs. from—Direction Generale Des Telecommunications Direction Des Etudes et de la, Programmation Des Equipements Hotel Des Postes 2E Etage, Port 17, Abidjan, Ivory Coast. Refer to bid no. 78-184/OPT/DGT/DEPE/M. Bid deadline Aug. 21.

3662198—NEW ZEALAND—One 350 ft. guyed tower. Power input 2 x 11 kw 125 percent positive modulation f1 747 khz, f2 1062 khz. FAA-approved lighting system for above. 1 only 300 ft. guyed tower. Power input 2 x 1.1 kw 125 percent positive modulation f1 540 khz, f2 621 khz. 1 only 200 ft. guyed tower. Power input 2 x 1.1kw 125 percent positive modulation f1 1359 khz, f2 1494 khz. 1 only 150 ft. guyed tower. Power input 2 x 1.1 kw 125 percent positive modulation f1 1449 khz, f2 1251 khz. FAA-approved lighting system for above. All towers to be supplied with basic insulator. Broadcasting corp. funded by New Zealand Govt. Obtain bid docs. from—D.F.G. Whittle, Supply Mgr., Broadcasting Corp. New Zealand, P.O. Box 98, Wellington. Refer to tender no. 1513/06/20. Bid deadline June 20.

3662232—NEW ZEALAND—3 medium frequency 1 kw broadcast transmitters comprising—three 1 kw transmitters complete, 1 set crystals for each transmitter, 3 sets handbooks for each transmitter supplied. To be delivered to Western Samoa. Broadcasting Corp. is funded by New Zealand Govt. Obtain bid docs. from—D.F.G. Whittle, Supply Mgr., Broadcasting Corp. of New Zealand, P.O. Box 98, Wellington. Refer to tender no. 1217/06/20. Bid deadline June 20.

Electrical mach., equip., supplies

3693034-71, 3861945 — BANGLADESH — Industrial x-ray generator with petrol engine-driven mobile power generator along with other related equip. & films. Financed by Asian Dev. Bank loan no. 255 BAN SF—Procurement (3rd lot). Quotation should be cost & freight Chittagong basis (by sea freight). Prescribed tender form & other docs. giving detailed specs., requirements, terms & conditions available for TK. 100.00 (about $7; not refundable) from Bangladesh missions abroad or Gen. Mgr., Titas Gas Transmission & Distribution Co. Ltd., Dilukusha Court, 7 Motijheel, Commercial Area, Dacca 2, Bangladesh. Cable TITASGAS DACCA; telex PETRODAC —725, DACCA. Refer to bid no. MCD. 2312/320-XRAY. Bid deadline June 24.

Ship building, repairing

3731327, 9913107—MALAYSIA — Penang Port Commission invites tenders from suitably reputable & experienced shipbuilders or their reps. for design & construction of 2 single-screw tugs to Lloyd's requirements having following dimensions —length overall—14.5 meters, breadth moulded—4.8 meters, draft—2.0 meters. Tender docs. available from address below upon payment of M$200, non refundable & must be obtained prior to submitting offers. Tender guarantee of M$5,000 must be submitted with tender (US$1.00 approx. M$2.34). Obtain bid docs. from—Secretary, Penang Port Commission, P.O. Box 143, Penang, Malaysia. Bid deadline June 28.

3731327—NICARAGUA—Supply & delivery 2 tugboats with following specs.—length 90 ft., breath 26'06", draught 10'06", axle power 1,800 hp, speed 12/13 knots, bollard pull 23 tons, fuel cap. 25,000 gal., water cap. 6,000 gal. Bid offer must also incl. offer for financing. Docs. available for US$20 from Corinto Port Authority, KM 6-1/2 Carretera Norte, or Tommy Thompson, Administrator, Autoridad Portuaria De Corinto, Apartado Postal 11, Corinto, Nicaragua. Bid deadline June 15.

Toys, amusement, sporting goods

3942006, 3944233—JAPAN—Dolls, made of rubber, plastic or similar material; toys, mechanically-powered. Estab. 1977. Paid-in capital, 2 million yen. Employs 3. Yearly sales, 10 million yen (about $45,000). Main bank—Mitsubishi Bank. Retailer of toys & hobby craft items. Reply to—Masayuki Muribushi, Mgr., Muribushi Enterprise Co., Ltd., 3-35-18, Honamanuma, Suginami-Ku, Tokyo 67. Cable MURIBUSHITCO TOKYO. Tel. 03-396-6078.

Construction

9911203—ECUADOR—Ecuadorean Atomic Energy Commission (EAEC) plans to call for intl. bids on $300,000 site development study for its new nuclear energy research laboratory. Studies will incl. seismology, meteorology, geology, & hydrology of planned site. Total study time of 3 to six mo. envisaged. Fonapre (Natl. Preinvestment Fund) will finance study from loan signed with Inter-American Dev. Bank some years ago. Total cost of nuclear laboratory, incl. 1-megawatt research reactor & related support equip., will be about $11 to $12 million. Appears that Spain will furnish reactor & other equip. at total cost of $8 to $9 million, with External Commerce Bank of Spain supplying financing. EAEC by Jan. 1979 will seek bids on construction of laboratory. Financing for this portion of project still undetermined. Interested firms should contact Carlos Montufar, Comision Ecuatoriana De Energia Atomica, P.O. Box 2517, Palacio Legislative, Quito.

Manufacturing plants

9913102—EGYPT—Supply, supervision of installation, start-up & take-over tests for machines producing electrical house fittings. Tender docs. may be delivered or mailed to bidders upon their request which must be accompanied by banker's check or bank transfer of 100 pounds sterling, U.S.$189/copy, through Central Bank of Egypt. All offers must be accompanied by provisional deposit US$150,000. All offers must be submitted through registered commercial agents from public sector companies or from private sector. Obtain bid docs. from—Gen. Organization for Industrialization (GOFI), 6, Khalil Agha St., Garden City, Cairo. Refer to tender no. 4/78. Bid deadline Aug. 7.

9913208, 3551323-425-427-460 — YUGOSLAVIA—Complete lines for processing & packaging fruit jams, syrups & beverages

as follows—fruit syrups, juices & concentrates, 1-1.3 tons/hr., concentrate at 45-68 percent dry matter; fruit mash, 40 tons/hr.; marmalade, jam & fruit cream, 2 tons/hr.; compots, 500-4,000 units, 340 grams to 5 kilograms/hr.; 2,000 tons fruit-wines & storage tanks with 3,000 ton cap. (not specified but probably annually); bottling equip. for juices, syrups & alcoholic beverages, 7-10,000 units/hr.; ancillary facilities which incl. cooling, washing equip., internal transportation systems, & laboratory instruments. Investor is Vocar-Coop's constituent company Podgorka of Osecina, well-known food processor. No other specs. provided. Vocar-Coop has indicated that in addition to prices, selection of supplies will be determined on basis of technology & credit & delivery terms. Firms willing engage in joint venture or other form of long-term industrial cooperation will have competitive advantage in bidding. Reply to —Razvoj, Vocar-Coop, Bircaninova 37, 11000 Belgrade, Yugoslavia. Refer to SL-15/78. Bid deadline June 29.

9913208-99—ALGERIA—Supply mounting & starting-up of all equip. for 1 drying plant for treatment citrus fruit peels for feed, 6 metric ton/hr. cap., at Boufarik, near Algiers. Tender docs. cost 100 DA ($25.32) from address below & must be obtained prior to submitting offers. Equip. must be f.o.b. & c.i.f. Offer to incl. after-sale service, parts, civil works & tech. literature. Postmark acceptable for meeting deadline. Technology & process, high quality & efficiency of equip., performing delays, prices & financing terms, training & tech. asst. are big considerations. Offer & all corres. must be in French; all specs. metric. Obtain bid docs. from—Commission Des Transactions Commerciales, Sogedia, B.P. 55 B. Ferhat, Algiers. Telex 52837, 52739 & 52316. Refer to bid no. 78/01. Bid deadline July 16.

Natural resource utilization

9915106, 3531000—PHILIPPINES—Supply & delivery to NIA MAS Compound, Port Area, Manila, assembly, servicing & making operational various construction equip., utility vehicles & other misc. equip. which shall incl. tractors, cranes, backhoes, loader-backhoes, loaders, farm tractors, truck tractors, graders, road & vibratory rollers, dump trucks, air compressors, generating sets, concrete mixers, centrifugal pumps, electric welding machines, shop tools & equip., stake trucks, weed cutters, station wagons, utility vehicles, pick-ups, motorcycles & airplane, last item to be delivered at Manila Intl. Airport, Paranaque, Manila. Mfrs. or their duly authorized rep. shall be allowed to bid on individual items. Natl. Irrigation Admin. has received loan from World Bank in various currencies toward cost of Natl. Irrigation Systems Improvement Project, Package II. Bid will be accepted only from bidders whose home country & country of origin of well known brand construction equip., utility vehicles & other misc. equip. are member nations of World Bank incl. Switzerland & who can provide suitable assurance that spare parts & service facilities will be available in Philippines as & when needed. Mfrs. or their authorized reps. must obtain contract docs. upon payment of US$50 (400 pesos), non-refundable, per copy from address below, Attn. Reynaldo P. Enriquez, Equip. Management Dir., prior to submitting offers. Bidders will be required to submit, together with their proposals, qualification data which will indicate mfr's. cap. to provide service support & parts inventories in Philippines. Obtain bid docs. from — Natl. Irrigation Administration, NIA Bldg., E. De Los Santos Ave., Natl. Govt. Center, Diliman, Quezon City, Philippines. Cable—NIAPHIL. Deadline June 13.

Industrial waste management

9915502—LIBYA—Intl. tender for sewage & water treatment plant at Yeffren. Financed by Libyan Govt. through Libyan commercial bank & is indivisible. Tender docs. & spec. must be obtained from municipality of Yeffren upon payment of LD 1,500 ($5,100) prior to submitting offers. Offers must be accompanied by initial guarantee of 1 percent total value of bid & certificates showing experience, financial background & status, & previously executed works. Tenderers must be represented by local, state-owned co. Obtain bid docs from—Sub-Committee of Tenders, Municipality of Yeffren, Yeffren, Libya. Bid deadline July 1.

Transportation support systems

9916300—UNITED ARAB EMIRATES—Ministry invites suitably qualified contractors to tender for execution, completion & maintenance of Fujairah harbor, contract no. 1, breakwaters. Tender docs. must be obtained for non-refundable fee of 10,000 DH. ($1 = 3.9 DH.) from below address or Min. at P.O. Box 1828, Dubai, prior to submitting offers. Only those contractors registered for current yr. at any Chamber of Commerce in U.A.E. & who have valid licenses from any municipality to practice contracting works, requested to obtain docs. Project comprises execution of 2 major mounds breakwaters with either natural rock armor or precast concrete armor & associated quarry works. Combined length of breakwaters approx. 3.8 km extending approx. 1.5 km offshore to approx. 16m depth, all in accordance with contract docs. Following docs. must be submitted with tender—acceptable proof of contractors experience in similar work on deep water projects; unconditional tender guarantee from approved bank in U.A.E., not less than 5 percent tender sum & valid for at least 120 days from date submission tender; municipality license; Chamber of Commerce registration certificate. Tenders shall be held open for acceptance for 90 days from date submission tenders. Financed from Abu Dhabi dev. budget. Obtain bid docs. from—Ministry Public Works & Housing, P.O. Box 878, Abu Dhabi, United Arab Emirates. Refer to tender no. 1/78. Bid deadline June 20.

9916400—PANAMA—Min. Public Works (MOP) invites contractors experienced in construction highways, bridges, & ancillary facilities, to bid on construction of Sona-Guabala project, about 72.9 km. in provinces Veraguas & Chiriqui. Highway must be completed within 555 calendar days. Partially financed by Inter-American Dev. Bank, & only contractors resident in eligible IDB member countries can participate. Bid docs., & complete set maps, & prints must be obtained from below address for $700, with 80 percent reimbursement for those companies which return docs. & prints in good condition, once they have participated in actual bid. Necessary for all companies to be prequalified by Contractor Commission of MOP, before companies submit their bids. Obtain bid docs. from—Ing. W. A. Ferguson, Ministro, Ministerio De Obras Publicas, Apartado 1632, Panama 1. Tel. 22-2200. Refer to bid no. IDB-MOP III. Bid deadline June 15.

Power generation & transmission

9918102—COLOMBIA—Bogota Electrical Energy Co., announced large hydroelectric facility at Rio Guavio near Bogota. Prefeasibility study has been completed with positive results. Feasibility study expected to be completed in late 1978. Thus, bidding process may begin within 18 months. Dam & hydroelectric installation will be built near Gachala, approx. 50 km from Bogota. Two other rivers will be diverted to Guavio to give combined flow 70 cu. meters per sec. 225 meter-high rock dam will need 14 million cu. meters fill. Dam will contain reservoir 825 million cu. meters water. Power plant will have installed cap. 1,300 megawatts of which 975 megawatts will be installed in 1st stage. Total cost project est. at $750 million & 1st stage should be in operation by 1985 or 1986. Equip. suppliers & construction firms must be registered with Bogota Electric Energy Co. in order to participate in project. Interested U.S. firms should begin considering their participation during late 1978 & should contact Dr. Roberto Valenzuela, Tech. Dir., Empresa De Energia Electrica De Bogota, Calle 13 No. 37-35, Bogota, D.E., Colombia.

9918203, 9915301—KENYA—Mfr., delivery, erection & commissioning of following contracts at Olkaria Geothermal Project, adjacent to Lake Naivasha. Contract 1—15 mw turbo-generator plant with inlet steam conditions 5 bar, jet condensing plant, mechanical draught cooling towers, circulation water pumps, air ejectors & all mechanical auxiliaries, generator step up & unit transformers, circuit breakers, auxiliary switchgear, cabling, control & instrumentation equip. 350 to 700 mm dia. steam pipework from well heads to power station incl. well head equip., valves, silencers & separators, controls & instrumentation. Contract 2—132kv substation equip. incl. circuit breakers, isolators current & voltage transformers, control & communications equip. Firms interested in tendering for above contracts invited make application in writing to—Merz & McLellan-Virkir, Consulting Engineers, Amberley, Killingworth, Newcastle-Upon-Tyne NE 12 ORS, England. Copy of application should be forwarded simultaneously to below address. Tenders will only be considered from mfrs. who submit with their tenders for work satisfactory evidence of experience in design, mfr., erection & commissioning similar plant. Submit copy application to — Attn.: Asst. Gen. Mgr. (Tech.), Kenya Power Co. Ltd., Electrical House, Harambee Ave., P.O. Box 30099, Nairobi, Kenya. No deadline stated.

Business & financial services

9921104—ECUADOR—Rodrigo Alvarado, Dir. Gen. Geology & Mines in Ministry Natural Resources, interested in creating state mining corp. to help develop virtually non-existent mining sector (excluding petroleum) in Ecuador. Alvarado seeks project-management consulting firm which could design administrative structure of such mining corp. He envisages 30-month contract totalling up to $3 million. Interested U.S. firms contact—Rodrigo Alvarado, Dir. Gen. De Geologia Y Minas, Carrion 1016 Y Paez, Quito, Ecuador. Tel. 231-204.

Engineering services

9922103—UNITED ARAB EMIRATES—Public Works Dept. invites consultants & architectural firms specializing in tower

design & with intl. experience to participate in competition to design Abu Dhabi tourist tower which is proposed to be built some 500 meters offshore (depth water 2 to 4 meters) in Abu Dhabi City not less than 130 meters high, containing suitable rotating restaurant, taking into consideration possibility using it as telecommunication center & light house to guide ships. Design should be good modern scheme from architectural & structural point of view & expressing cultural, historical & local conditions of U.A.E. & its recent progress. Every competitor should submit 3 copies drawings (plans, elevations, sec.) scale 1/100 & report describing project, & materials used incl. est. cost & period for execution. Report should incl. consultant fees for design & supervision, in case of awarding project. Also to submit perspective & model for project with scale not less than 1/200. 1st prize winner will be awarded cash prize of DHS. 60,000, 2nd prize winner will be awarded DHS. 40,000, 3rd prize will be awarded DHS. 25,000. Every competitor should submit docs. which prove experience in designing & executing similar towers. Panel of jury consisting high ranking officials & experts will be appointed. Financed from Abu Dhabi Dev. Budget. Submit docs. to—Secretariat, Gen. Projects Committee, Planning Dept., P.O. Box 12, Near P.W.D. Round About, Abu Dhabi, United Arab Emirates. Refer to bid no. PWD/1-1. Bid deadline June 12.

9922103-199-299 — SAUDI ARABIA — Royal Commission for Yanbu Purchasing Office seek additl. "state of art" A & E consulting firms & constructors interested in bidding for contracts on city infrastructure associated with giant petrochemical project. To be considered for contracts, companies must complete "statement of interest for architectural & engineering services," or "contractor's statement of interest" as appropriate. Required forms available from below address. Most urgent need is for A & E firms to assist in planning & bldg. cities & highways which will grow up around industrial zones. Commission needs candidate companies capable doing urban planning. Highway design & construction sewage disposal & water treatment projects, & irrigation works design & installation. If companies wish to be considered for contracts by Royal Commission they must request "statement of interest" from address below & return it ASAP to commission. Form should show clearly all areas of specializaton by firm, in order that all possibilities for participation be considered. Submission of company literature without prerequisite form not acceptable. Obtain forms from—Dir. Gen. Yanbu Region, Royal Commission for Jubail & Yanbu, P.O. Box 6312, Jidda, Saudi Arabia. Tel. 59230; Cable JABEEN; telex 40491 RYCANBU SJ.

9922199-299—THAILAND—State Railway of Thailand plans to prepare short list of engineering consulting firms for preparation of detailed engineering design for construction railroad & bridge crossing Bang Pakong river & linking Chachoengsao with proposed Laem Chabang deep-sea port. Public announcement invitation to engineering consulting firms expected in May. Railroad, which will have total length about 100 kms., scheduled for construction during period 1978-1982. Total budget for project est. to be US$18 million & to be financed from govt's. own budget. Interested U.S. consultants write to—Sanga Navicharen, Gen. Mgr., State Railway of Thailand, Yose Rd., Bangkok.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Glass products

3231633—UNITED KINGDOM — Kitchen, art & novelty glassware. Company has facilities for handling & distribution; warehouse accommodates 40 ft. containers; experienced in import/export. Seeks to import (either agency or distributorship) general domestic products; electrical appliances; china, glass, hardware, fancy goods. Capable of undertaking electrical assembly work. Ref.-National Westminster Bank, Park Royal Branch, N.W. 10. Reply to—David Haring, Metro Amusements, Metrostore, 13 Cumberland Ave., Park Royal, London N.W. 10. Tel. (01) 961-1626.

3231633 — UNITED KINGDOM — Art & novelty glassware. Importers & mfrs. agents for quality furniture calling on top retail & contract outlets. Seeks suppliers of U.S. quality items. Ref.—Midland Bank Ltd., 38 High St., Dartford, Kent, DA 1 1DG. Reply to—Mr. R. D. M. Fletcher, Mng. Dir., Kesterport Ltd., 7 Holly Court, 66 Worcester Rd., Sutton, Surrey U.K. Tel. (01) 643-6324 telex 923421 KESTERPORT.

Non-ferrous foundries

3361273—HONDURAS—Non-electric pressure cookers. Firm wants to receive offers ASAP, c.i.f. Puerto Cortes against L/C or other terms of payment. Prefers if possible, exclusive distrib. Stiff competition expected from Japan, Taiwan & China. Enjoys excellent reputation in local banking & commercial circles. Reply to—Jorge J. Faraj, Distribuciones Universales S.A. De C.V., Km. 2 Carretera A La Lima, P.O. Box 447, San Pedro Sula, Honduras. Cable DIUNSA; tel. 523816.

Cutlery, hand tools, gen'l hardware

3421161 — CANADA — Manicure implements incl. scissors. In business for last 30 years, is importer & distrib. of drugstore sundries & beauty accessories. Employs 10 incl. 6 salesmen. Annual sales $700,000. Covers all Canada. Seeks suppliers of above to supplement lines presently handled. Write or call—Mr. A. Murad, V. P., Emmar Distributors Ltd., 8445 Dalton Road, Town of Mount Royal, P.Q., H4T 1V5, Canada. Cable ARNEZCO; tel. 514/7313309.

3421198 — PHILIPPINES — Butchers & meat packing cutlery. Specific interest—meat block scraper—hard alloy, 6 in. wide steel blade, hardwood handle, overall height 6 in.; steel meat block brush, flat steel teeth firmly set in hardwood strap—shaped wood handle. Size 3¾ in. by 9¼ in.; stainless cheese knife, heavy rigid stainless steel 12 in. blade; English pattern slicers, minor finish blade 1¼ in. wide, 12 in. blade. Firm is active importer & distrib. of food processing equip. Also involved in packaging engineering & designs. Management wishes receive offers from firms which it can represent on exclus. basis. Technical brochures will help in evaluation offers. Reply to Al Meriales, Gen. Mgr., Packaging Exponents, Inc., Room 4, 4th Floor Jardine Davies Bldg., 222 Buendia Ave., Makati, Metro Manila, Philippines.

3429441—FRANCE—Controls & security locks. Created 1977. Employs 7, incl. 5 reps. & has 15 agents. Represents Presomatic Lock Co. Inc., 3048 Industrial 33rd St., Ft. Pierce, Fla. 33450. Bank ref.—Banque Francaise De Credit Cooperatif, 108 Ave. Du Prado, 13006 Marseille. Operating satisfactorily. Good reputation. Credit appraisal good. Commitments met punctually. Reply to—Alain Bory, S.A.D.E.M., 78 Bld. Rabatau, 13008 Marseille, France. Tel. 91/79 37 62.

3429653—SWITZERLAND—Motor vehicle hardware, in particular hardware used in body repair shops. Est. annual potential $100,000. Market territory Switzerland. Well-estab. automobile & truck body mfr. & repair shop. Counted among largest of its kind in Zurich area. Labor force 55. Business recommended. Will visit U.S. in fall of '78 & follow-up personally on interesting proposals. Reply to—Hansjurg Grogg, Dir., Carrosserie Grogg AG, Stettbachstr. 4, CH-8600 Duebendorf, Switzerland. Tel. 01/821 10 76; telex 57.694.

3429832—WEST GERMANY—Trunk & luggage hardware, incl. numbering locks. Large mfr. of jewelry findings & luggage hardware, estab. 1885, employs 250, annual turnover approx DM 20 million. Reply to—Ulrich Reischauer, Mgr., G. S. Reischauer, Wilhelmstrasse 24-30, 6580 Idar-Oberstein 1, Germany. Tel. 06781-25061.

Farm machinery

3523991—JAPAN—Top & bottom silo unloaders. Estab. 1861 in Yokohama, Cornes is importer, exporter & distrib. of ag. machinery, industrial & electronic machinery, automobiles & perfumery. Capitalized at 150 million yen (US$625,000), has main office in Tokyo & branches in Sapporo, Yokohama, Osaka, Kobe & in London. Has 7 affiliated companies in Japan. Sales territory covers all Japan, but firm's main market for its agricultural machinery line is Hokkaido. Sales turnover 1977 12 billion yen ($50 million), 25 percent of which was agricultural machinery. Appreciate literature & price info. ASAP. Ref.—Vermeer Mfg. Co., Pella, Iowa 50219; Paul Mueller Co., Springfield, Mo. 65801. Reply to—Yuji Takada, Br. Office Mgr., Cornes & Co. Ltd., Sappord Office, 5-Banchi, Nishi 23-Chome, Kita 7-jo, Chuo-Ku, Sapporo, Japan 060. Tel. 011-631-6291 (SAPPORO).

Household appliances

3636021—HONDURAS—Sewing machines & parts (household). Operates store for distrib. & agency for rep. of foreign products on commission basis. Requests offers ASAP c.i.f. Puerto Cortes against L/C or other terms of payment, incl. catalogs, price lists, terms of delivery, etc. Enjoys excellent reputation in local banking & commercial circles & serves all Honduras through its traveling salesmen. Dir. sale (resale) rep. on commission basis. Reply to—Issa Jaar, Mgr., Agencia Almijar, P.O. Box 18, San Pedro Sula, Honduras. Cable ALMIJAR, tel. 522705.

Radio, television receivers

3651117—WEST GERMANY—Automobile radios. Founded 1953; importer of communications equip.; good reputation. Reply to—Peter Widenmann, Universal Elektrogerate, An Der Alster 37, 2000 Hamburg 1, Germany. Tel. 24 06 35; telex 02-162743.

Electronic components, accessories

3679096 — WEST GERMANY — Liquid crystals. Anticipated sales $5,000 annually. Co. specializing in planning, engineering, mfr. & installation of special lighting equip. & systems for use in theaters, industry, & medicine. Estab. 1974, annual sales est. DM 600,000. Reply to—Karlheinz, Steuernagel, K. H. Steuernagel Lichttechnik, Liszstrasse 12, 6082 Moderfelden-Walldorf. Tel. 06105-1888.

Measuring and controlling devices

3829292-5 — SWITZERLAND — Automatic vibration monitoring instruments for geological tests. Ultrasonic materials testing equip. Co. specializes in scientific & process control instruments mostly imported from U.S. Represents several U.S. mfrs. such as Soiltest Inc., Soil-Moisture Inc., etc. Considered technically capable & active. Bank ref.—Swiss Bank Corp., Lausanne, Switzerland. Reply to—Robinson Davies, Gen. Mgr., Terratest, Ave. Victor Ruggy 35, P.O. Box 146, 1012 Lausanne-Chailly Switzerland. Telex 24017; tel. 021/329362.

Optical instruments, lenses

3832135—WEST GERMANY—Optical test equip. Prospect is a small dealer in luminous products used in military sector. Has good contacts in fine mechanical industry & wishes use these contacts to expand product line. Employs 5 & commissioned turnover amounts to DM 2 million. Marketing territory—West Germany. Able maintain repair service. Reply to—Hans G. Gutekunst, A. Gutekunst KG, Holzstr. 48, D-7220 VS-Schwenningen, Germany. Tel. 7720/34427.

Toys, amusement, sporting goods

3944241-51—SPAIN—Model construction sets (automobiles, airplanes, ships, trains, etc.), structural kits, sets, and components. Firm is fairly large firm operating throughout country, but mainly in Madrid area. Imports from various sources. Cites Caja De Ahorros Y Monte De Piedad, Madrid, as financial reference. Would like to receive quotations either f.o.b. or c.i.f. Call or cable—Fernando Roman, Dir. Gen., Kares, S.A., Balandro, 18, Madrid 22. Telex 42023; tel. (91) 742-3346.

3944287 — JAPAN — Non-powered miniature models of agricultural machinery & equip. incl. tractors, farm wagons, hay balers, large round hay balers, forage harvesters, mower conditions, forage blowers, plows, harrows, cultivators, seed drills & planters (desirable scale 1/50—1/100). Miniatures of animals such as cows, bulls, horses, buffalos, elks, rams, moose & hogs made of plastic or similar materials (desirable scale 1/50—1/100). See item 3523991, page 39, for address of Cornes & Co. & details of its operations.

Special products

9950024—EGYPT—Housewares & home decoration products. Farag represents several European companies in this field & seeks connection with U.S. co. Farag owns factory for ready-made clothes & is also in comml. rep. business. Cable—Mohammad Hanafi Farag, Three Pyramids, 2 Italian Hospital St., Abbassia, Cairo. Cable AHRAMAKS CAIRO; tel. 834224; telex 92488 UNROCH UN ATTN FARAG.

Visiting Buyers & Officials

SWITZERLAND—Zurich firm wishes to contact suppliers of: **semiconductors, switched voltage regulators, microprocessors, integrated circuits for telecommunications, opto-electronics, power modules, hybrid circuits.** This firm is major Swiss distributor of tools, industrial electronic components, electric installation materials and components, with annual sales of $3 million, and excellent reputation. The sales manager arrives in U.S. May 8 for two weeks. His itinerary includes New York, Dallas, Florida, Los Angeles, San Francisco, and possibly Chicago. For additional information contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D. C. 20230; 202-377-3265.

SWEDEN—Alf Widegren and Sune Milkewitz of Goteborg are in U.S. this month looking for U.S. suppliers of **cotton and synthetic fabric strips** for delivery in press-packed bales. Monthly quantities will range from 20-40 tons. For additional details contact Theresa Rettig, Foreign Buyer Program, U.S. Department of Commerce, Washington, D. C. 20230; 202-377-3265.

SWEDEN—Sven B. Frejvall of Stockholm is seeking U.S. manufacturers of **instruments for the process control industry,** especially digital instruments and control valves. Contact Theresa E. Rettig, 202-377-3265.

ITALY—Rome firm is interested in obtaining exclusive agency for power-generating **solar cells** for telecommunications systems, especially for radio link repeaters over 2,000 meters altitude. This firm is a commission agent and non-exclusive representative for several U.S. firms at the present time. For additional information contact Jane Puse, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

INDIA—Bombay firm is interested in representing American manufacturers of **biomedical equipment** such as heart lung machines and implantable pacemakers. A representative arrived in U.S. April 26 for three weeks. Contact Jane Puse, 202-377-3265.

NETHERLANDS—R. E. Heijmans, a senior buyer representing a department store in Holland with 124 outlets, will visit the United States to purchase **children's clothing,** specifically girl's blouses, age groups 3-6, and 6-14 years: and nightwear, specifically pajamas and gowns for girls and boys, age groups 3-6 and 6-14. Buyer is interested in dealing with manufacturers, not agents or indirect suppliers. Buyer's firm wants its own private label sewn into American-made products to be purchased. For further information contact Theresa Rettig, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

UNITED KINGDOM—Allen Tullett, from London, acts as an import agent, and wishes to expand business by importing **housewares, home decor items, and occasional furniture** with emphasis on merchandise with high-volume potential. He will be visiting Chicago, Los Angeles, San Francisco, Dallas, and Atlanta through about May 13. For additional information contact Jane Puse, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

GHANA—Ben Kwamgkuma, of Accra, wishes to visit smaller textile mills and clothing makers and is interested in purchasing **finishing and weaving machinery.** He plans to be in the U.S. for two weeks beginning approximately June 20. For additional information contact Jane Puse, 202-377-3265.

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